A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 29, 1967

10 America Weeks Later

International Trade Winds Newsletter

Company News

HOTEL MANAGEMENT—Sheraton Corp. of America, Boston, will operate a new $14 million hotel to be built in Istanbul, Turkey. The company has signed an agreement with five leading Turkish financial institutions to build the 20-story structure, now scheduled for completion within four years.

SOFT DRINKS—Royal Crown Cola International, Ltd., a subsidiary of Royal Crown Cola Co., Columbus, Ga., has entered into a new franchise agreement with Embotelladores Ecuatorianos, of Guayaquil, Ecuador. The franchise is the first for Royal Crown in Latin America, and is said to be the first step in a major overseas expansion for the company. Other new Latin American franchises are expected later this year.

INDUSTRIAL ABRASIVES—The wholly-owned British subsidiary of Norton Co., Worcester, Mass., has voted to change its name from Norton-Asquith, Ltd. to Norton Machines, Ltd. The firm, located in Shrewsbury, England, will also expand its production facilities to increase the range of machines manufactured. The product line now includes Norton's heavy-duty multiwheel grinder and automatic hydraulic cam grinder.

COMMUNICATIONS—RCA Communications, Inc., New York, has nearly tripled its capacity to provide telegraphic communications with Venezuela by acquiring facilities in the recently-completed coaxial cable system linking that country with the U.S. mainland. The new cable facilities will handle telegraph, telex, and leased channel service previously provided by RCA via high-frequency radio transmission.

DICTATING MACHINES—Dictaphone Co., Ltd., British subsidiary of Dictaphone Co., New York, has opened a new plant in East Kilbride, Scotland, to supplement the capacity of the existing Acton, England factory. Both plants produce a new reusable belt model dictating machine together with a broad line of dictating and recording equipment for European and overseas consumption. The subsidiary also maintains a Brussels office for Common Market sales.

"We're closing our first deal right now, in England. We expect to ship in 90 days. We're getting other queries . . ." And Bill Gunklack, head of the National Billiard Mfg. Co. of Cincinnati, wondered why he waited until 1966 to begin exporting. Cincinnati Enquirer readers saw this story, and others like it, in a special World Trade Week supplement put together by the World Trade Club and the area REEC. Cincinnati is already known as "machine tool city" all over the world. That's the kind of priceless reputation for quality other manufacturers can build exports on.

This is what it was all about: "All store managers report terrific increase in store traffic during the two week promotion period. Full sales reports during the first week show a 25% increase in turnover." The reference was to the America Week promotion this spring in Ahlens department stores in Stockholm and suburbs, the speaker, Bo Kronberg, store sales promotion manager.

Hats off to A. P. Kaufmann, president of the Chamber of Commerce of Metropolitan St. Louis, for the May issue of St. Louis "Commerce," devoted to world trade from the city of the Gateway Arch. Kaufmann and local REEC men who helped set up the issue didn't miss a bet—sent copies with the St. Louis export story to commercial libraries in every U.S. Embassy and Consulate.

Payoff work at a U.S. commercial exhibition begins long before the first sign is hung, and the Transmation Co., among many, knows it well. Their rep wrote of the promotion campaign that preceded the recent MESUCORA measuring instruments show at Paris: "Your preparatory work was far above and beyond what we expected. We are swamped with inquiries. I have so much information it will take a week to digest—and this on opening day!"

The same kind of payoff work continues after a U.S. commercial exhibition ends. The U.S. Commercial Attache in Copenhagen did a follow-up survey with each Dane who went over to Stockholm, Sweden, for the food processing and packaging equipment show at the U.S. Trade Center there. The constitutionally candid Danes gave him an earful—mostly favorable, but with important improvement tips that will help shape future Stockholm shows.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

The many, varied attractions of the tenth official America Weeks sale—the first in Sweden—were announced to Stockholm buyers by posters like the one pictured on this week's cover. The nine previous sales, beginning in January 1966 at Paris' Galeries Lafayette, have taken place throughout Europe. In a busy month for the special overseas sales promotions of U.S.-made consumer goods, three of Europe's largest department store chains held overlapping America Weeks in Belgium, Switzerland and Sweden during late April and May. A photo report on the sales begins on page 4.

May 29, 1967

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New computer index is cumulative reference to International Commerce

A new fully-automated index to INTERNATIONAL COMMERCE will be mailed free to subscribers in the next few days.

Covering the first quarter of 1967, the new index offers a complete system of cross indexing, under which a single story may be classified in as many as seven categories.

It is arranged in two sections: by country and by subject matter.

For example, an article on Australia written by the U.S. Economic Officer in Sydney, which appeared in the Mar. 27 issue, appears under the identical title, "Balance of payments improving; picture bright," in the Australia section of the country index and in both the Economic Developments (Australia) and Foreign Exchange and Reserves (Australia) Sections of the subject matter index.

An article from the Jan. 30 issue entitled "Embassy in Ethiopia opens sample display" appears under both Ethiopia in the country section and U.S. Sample Display Centers in the subject matter index. And a Jan. 2 story on the upcoming Tourex Exhibition, which will promote U.S. tourist goods through shows in Barcelona, Munich and Belgrade, is listed under U.S. Commercial Trade Fairs in the subject index, and under Spain, West Germany and Yugoslavia in the country index.

The index will be cumulative, on an annual basis. Thus, the edition covering the fourth quarter will list all stories which have run in the magazine during the year. The second quarter index, which will contain all stories for the first half of the year, will also be automatically mailed to all INTERNATIONAL COMMERCE subscribers sometime in July.

A recent survey of INTERNATIONAL COMMERCE subscribers indicated that 68% of respondents hold onto back issues, or parts of them, as reference material. The new computer-generated index—the first of its kind for an international traders' magazine—will make the magazine a much more usable reference source.

Articles are classified under any or all of three major general headings: American trade promotion activities, world trade conditions, and U.S. foreign trade performance.

The 23 subheadings under the trade promotion category include such activities as U.S. trade missions, participation in commercial and mobile trade fairs, and export success stories.

The general World Trade Conditions category is broken down into 11 subheadings, including foreign trade regulations, foreign investment laws and incentives, and trade practices overseas.

Twenty separate subheadings are listed under U.S. Foreign Trade, including overseas investments by U.S. firms, the balance of payments, documentation requirements, and U.S. trade treaties.

The organization of the index is experimental and will remain in its present form for the rest of 1967, because changes introduced after the first quarter index has been printed would produce incompatible entries for subsequent quarters. Changes will be made before indexing of the first 1968 issue begins, and suggested revisions submitted by readers will be welcome.

COMPUTER PRINTS NEW INDEX as Commerce Dept. ADP specialists Franklin Leibsly (left) and John Connolly flank Managing Editor Clarence Zens.

Trade interests high in career of Trowbridge

Nominee came to Commerce in world business post

Alexander B. Trowbridge, nominated by President Johnson as Secretary of Commerce, has had intensive and continuing contacts with world trade problems and potentials.

He was outlining the results of the Kennedy Round negotiations to a Maritime Day audience of world traders in New York on the day the President announced his nomination.

Prior to his designation in January as Acting Secretary to succeed John T. Connor, Mr. Trowbridge had been Assistant Secretary for Domestic and International Business. He was named to that post in the spring of 1965.

In his two years as Assistant Secretary, Mr. Trowbridge traveled extensively—including trips to Latin America, Europe, Africa, and Asia—promoting U.S. trade and advancing commercial and investment relationships.

The 37-year-old business executive came to the Commerce Department from the Esso Standard Oil Co. of Puerto Rico where he served as President and Division Manager. Prior to that, he was engaged in the overseas operations of several petroleum companies in Cuba, El Salvador, Panama, and the Philippines.

A native of New Jersey, Mr. Trowbridge is a graduate of Phillips Andover Academy, and a cum laude graduate of Princeton University where he majored in the Woodrow Wilson School of Public and International Affairs.

As a summer employee in his undergraduate days, he was a member of the International Interne Group at the United Nations in New York City and, later, assistant to the then Rep. Franklin D. Roosevelt, Jr.

Mr. Trowbridge was commissioned a 2nd lieutenant in the Marine Corps in 1952 and served as a platoon leader and tactical air observer in the Korean conflict. For this service he was awarded the Bronze Star. He is now a major in the Marine Corps Reserve.

ALEXANDER B. TROWBRIDGE

Traders' Index being updated by Commerce

Foreign Service posts to get current listing

"Your firm is one of the approximately 23,000 American firms which have been registered on the Department's American International Traders Index. This fully automated index is now being used in many ways to bring to your attention information that should be of value in your international trade and investment promotion activities in the months ahead. . . . The data below are included in our automated files, based on the information you supplied when you registered on the Index. It will be appreciated if you will make any additions or changes."

This is the notice being sent June 1 to the businessmen registered with the Department of Commerce's American International Traders Index, in an effort to update the automated listings.

For the first time all U.S. foreign service posts will have a listing of U.S. manufacturers and intermediary exporters interested in doing business abroad, ready to consult as posts get inquiries.

The Index is being supplied to every U.S. commercial officer overseas. It will be used for trade opportunity activities and for putting interested foreign agents, distributors and buyers in touch with American firms that can supply the desired products.

The Index enables the Department of Commerce to furnish trade information faster, on a larger scale, and with greater selectivity than ever before. It is a compilation of data supplied voluntarily by various U.S. firms to the Department.

The Index is the first comprehensive automated data file on U.S. international traders, and provides computerized matching of particular commodities with geographic interests of the companies. The use of Standard Industrial Classification (SIC) numbers enables the Index to pinpoint product information that might prove helpful to the registrants in their international trade and investment activities.

Registered information for each firm includes: number of employees, annual sales, annual export sales and import purchases, type of business, bank reference, and countries where the company has export, import or investment activities.

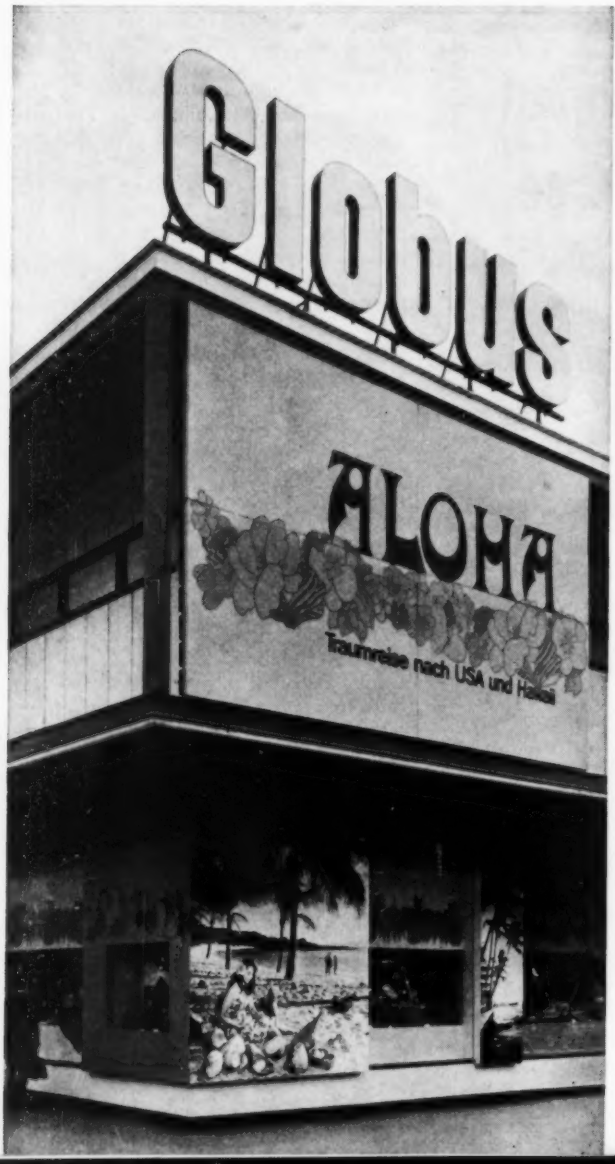
Total annual export sales for all the registrants are $23 billion, or approximately 90% of total U.S. merchandise exports for the reporting year of 1965.

Some 13,000 of the listed firms are presently exporting; 4,500 manufacturing firms are not exporting but have expressed interest in so doing; the balance is composed of importers, transportation firms, banks, freight forwarders and others. The Index will assist those who wish to enter overseas selling by recommending piggyback, intermediary exporters, combination export managers or other suitable program.

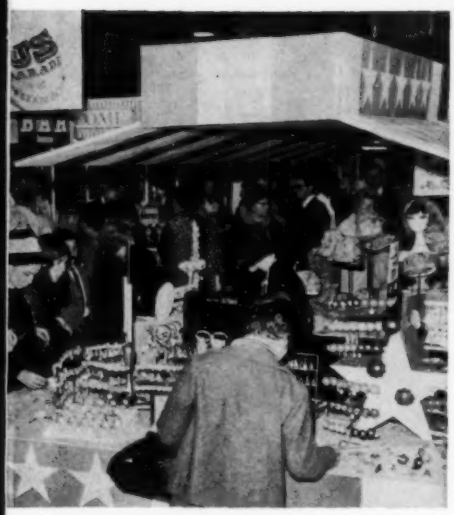
The Office of International Trade Promotion of the Department of Commerce uses Index data in planning commercial exhibits and trade missions. For the former, the data is used as a means of determining which companies should be invited to participate in commercial exhibits abroad sponsored by the Department of Commerce. The Index also provides information necessary when contacting potential participants in industry organized/government approved trade missions, Mobile Trade Fairs and America Week programs.

Information provided by the firms when they register is kept in confidence by the Department of Commerce and not published. It is available only to Government agencies for use in promoting international trade and is not used for private mailing lists.

Future registration is open, and the Index will be updated periodically.



AMERICAN FOOD PRODUCTS, shown in cooperation with U.S. Department of Agriculture, were a major attraction at Sweden's Ahlen & Holm stores (above and below). America Weeks theme at Swiss Globus stores (left) was "Aloha" to Hawaii and the U.S.A. Hawaiian groups performed at the stores.



BEFORE DISASTROUS FIRE at Brussels store of Belgian Innovation chain, shoppers were attracted to the American-style ladies accessories (above left). Customers entered the main store through a flag-bedecked entrance announcing the U.S. products on display inside the department store.

Stores in three European countries sponsor America Weeks promotions

Swedish, Belgian, Swiss chains feature U.S. consumer products at total of 23 outlets; Western, Hawaiian, jazz groups entertain

American consumer products invaded Europe in force during late April and early May as three of the continent's biggest department store chains held overlapping America Week sales.

Starting on April 22, Switzerland's Globus chain of stores began a two-week promotion of U.S. items in their stores in Zurich, St. Gallen, and Basel, as well as the Rufenacht & Neuberger department store in Bern, which is associated with Globus. The America Weeks will be followed by a special four-month sale of U.S.-made men's wear in Globus' subsidiary chain, Herren Globus.

Following closely upon the heels of their Swiss colleagues, the Ahlen & Holm stores in Stockholm and 12 other outlets in the Ahlen & Holm-owned Tempo chain in nine cities throughout Sweden started a two-week America Weeks sale on April 24.

The Grand Magasins a l'Innovation, Belgium's largest group of department stores, joined the America Weeks bandwagon on May 6, beginning a three-week sale in their five largest stores. The promotion was cut short when a tragic fire swept Innovation's main Brussels store.

The three chains displayed over $1 million worth of American consumer goods for European buyers, and early comments from officials of all three stores indicated complete satisfaction with the results of the sales.

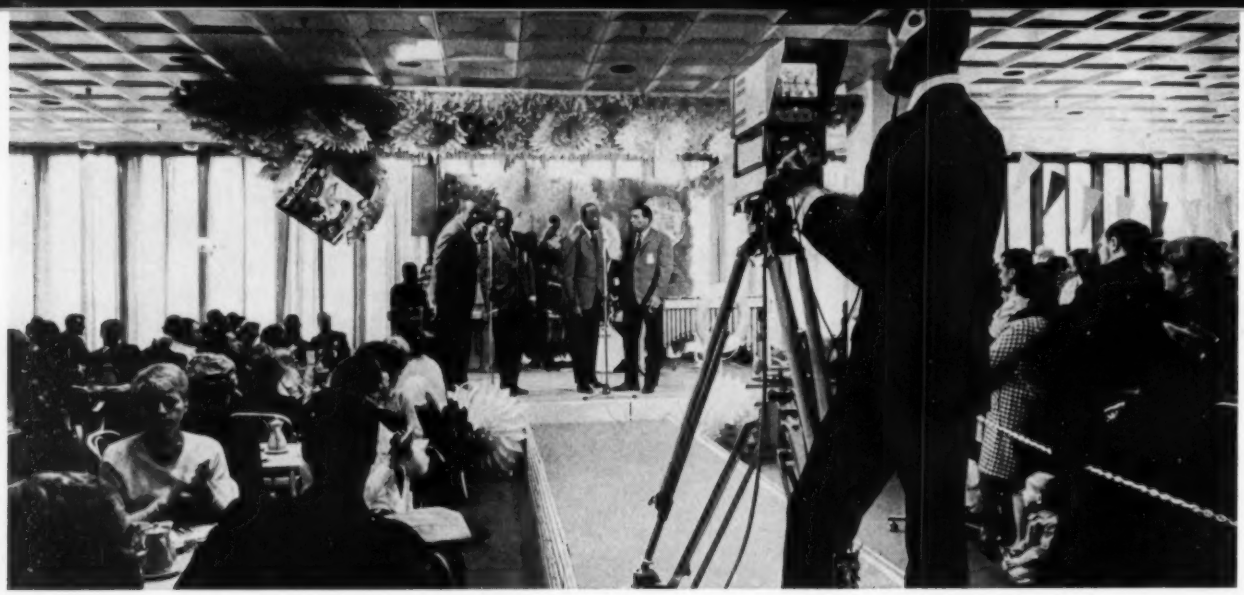
Each store picked a different theme for its central display idea. At the Globus stores, the emphasis was on Hawaii, and outdoor living in the style of the Hawaiian islands. The exterior of the main Zurich store and other branches featured signs beckoning "aloha" to customers passing by, as well as stylized Hawaiian flowers and large photographs of beach scenes on the tropical isles.

All stores displayed American and Hawaiian flags, and interior sale areas were decorated with leis and flowers.

A highlight of the Swiss sale was the appearance at each of the Globus stores of a troupe of Hawaiian dancers, singers, and musicians performing in native Hawaiian costume. At the Zurich store a booth of the U.S. Travel Service offered booklets and information for Swiss customers wishing to visit either Hawaii or the mainland United States.

The central theme at Sweden's Ahlen

PRE-PACKAGED INGREDIENTS for home-made Hawaiian cocktails were sold in the Swiss stores, along with samples of island refreshment. Below, kitchen gadgets were a hit in Swedish promotion.



SWEDISH TELEVISION covered performance (above) of singing group at Ahlen & Holm's downtown Stockholm store. Free samples of U.S. food products helped boost sales of many items in Sweden (below).

& Holm and Tempo stores was "Hello California," repeated everywhere in posters showing Miss California and in the gay yellow and orange paper sunflowers decorating many of the displays.

In an all-out effort to make the first official America Weeks promotion in Sweden a huge success, store officials undertook extensive publicity, the effectiveness of which was measured by a 25% increase in turnover during the first week of the show.

Free samples of many items in the food sections of the stores were provided for hungry customers. American products from soup to nuts were swiftly purchased from the counters of the displays set up in cooperation with the U.S. Departments of Commerce and Agriculture.

Entertainment at the stores was provided by Miss California herself, flown in specially for the occasion, and by Montie Montana and his group of ten "Cowboys and Indians, who gave a modern-day interpretation of what the "Wild West" was really like. Also performing at the Ahlen & Holm stores were the Golden Gate Quartet—a singing group, the Marlboro Jazz Group and, again, a group of native Hawaiian performers.

The director of Ahlen & Holm's purchasing department said even before the end of the show that one of his buyers had "already sent repeat orders for 15 of the 25 products his department purchased for the America Week sales promotion."

Store officials at Brussels' Innovation department store reported that traffic increased sharply after the beginning of the promotion of U.S. goods, despite the fact that many local dwellers had taken advantage of a long holiday weekend to go out of town.

Products on display ranged from paper party supplies and permanent press ladies' blouses to golf carts, and from bathroom accessories to barbecue equipment. All the U.S. goods were displayed with a red, white, and blue motif.

The three troupes of entertainers—Western, Hawaiian, and Jazz—again enjoyed the popularity they had received in Sweden and Switzerland. Seven major television and radio shows featured the performers and the America Weeks sale on the air, and coverage in the local press was extensive.

All who participated in the three America Weeks promotions agreed that the commercial potential for American consumer products in the three European markets tapped in no longer subject to any doubt.

ONE OF THREE PERFORMING GROUPS which appeared at the America Weeks sales in Europe was Montie Montana's "Cowboys and Indians" (below) who alternated with Hawaiian and jazz troupes.

U.S. reserves dipped by more than $1 billion during first quarter, but gold outflow slowed markedly

Drop largely offset by $710 million decline in liabilities to non-official foreign residents; gold supply down only $20 million

Preliminary figures for the international transactions of the United States show that U.S. official reserve assets declined by $1,027 million during the first quarter of 1967. Nearly all of this decline was in holdings of convertible currencies, which had been accumulated over the last three years.

The net decline in gold and in the gold tranche position in the International Monetary Fund was only $20 million, substantially less than the average quarterly decline of $277 million in 1966 or of nearly $500 million in 1965.

The drop in U.S. official reserve assets was largely offset by a $710 million decline in liquid liabilities to non-official foreign residents and to international organizations, and an $86 million decline in liquid liabilities to foreign official agencies. Non-liquid liabilities to foreign official agencies increased, however, by $341 million.

Overall change

The Commerce Department's Office of Business Economics reports, therefore, that the overall change in U.S. liquidity was adverse by $231 million. Adjustments for seasonal variations raised the adverse balance to about $540 million. This compares with a seasonally-adjusted balance of about $450 million in the previous quarter, and $640 million in the first quarter of 1966.

The balance measured on the official reserve transactions basis, which reflects the changes in U.S. liabilities to foreign official agencies only, was adverse by $1,282 million in the first quarter. Seasonally adjusted, the adverse balance was about $1,830 million. This compares with an adverse balance of about $30 million in the previous quarter and $430 million in the first quarter of last year.

The large change in the seasonally adjusted balance measured of official reserve transactions reflects shifts of liquid liabilities from foreign private accounts to foreign official accounts.

Liquid dollar liabilities to foreign private accounts increased by nearly $2.4 billion in 1966, of which about $830 million occurred in the last quarter of the year. In the first quarter of 1967 such liabilities declined by $960 million, resulting in a fourth quarter to first quarter shift of nearly $1.8 billion, which nearly equals the deterioration in official reserve transactions during the same period.

The movement of liquid dollar liabilities from foreign official to foreign private accounts and then back again reflected a combination of two major developments:

First, the deterioration and subsequent improvement in the balance of payments of the United Kingdom and related changes in the confidence in the British currency;

Second, the changes in credit demand and monetary policies in the United States which last summer and early fall led U.S. banks to intensify their efforts to attract dollar deposits through their foreign branches, but later permitted a substantial reduction in such efforts.

The measure of the liquidity balance does not include the increase in liabilities to foreign residents in the form of time deposits and time deposit certificates with an original maturity of one year or more. Many of these liabilities approach in liquidity those which are actually classified as liquid liabilities.

The increase in such longer term liabilities in the first quarter was close to $375 million, about the same amount as in the previous quarter. Nearly all of these time deposits or time deposit certificates were acquired by foreign official or international organizations.

The changes of both balances from the previous quarter reflected the receipt of nearly $200 million in advance debt repayments by a foreign government. There was no similar transaction in the first quarter of this year.

Major developments in international transactions for which data are now available, indicate a $300 million rise in the balance on merchandise trade, excluding purchases and sales of military agencies. This more than offsets a $200 million shift in capital outflows through security transactions and bank credits—from a net inflow of about $80 million in the last quarter of 1966 to a net outflow of about $120 million in the first quarter of this year.

The balance on all those transactions for which data are not yet available, but which can be derived as a residual of the non-recorded transactions, also indicated a slight improvement.

Improved trade balance

The improvement in the trade balance resulted from a $330 million rise in merchandise exports while imports rose only by about $20 million.

The near stability in merchandise imports represents an interruption of the upward movement which extended from 1963 througr 1966. This interruption reflects the leveling in domestic business activity during the winter months. Imports of industrial supplies fell off during the first quarter, while those of finished consumer and producers goods remained stable after a rapid rise during the previous years.

Security transactions resulted in higher capital outflows. New issues rose from about $200 million in the last quarter of 1966 to about $350 million in the first quarter. The increase seems to reflect the easing conditions in the security market, and the new issues in the first quarter may include some that had been postponed from last year when the markets were under greater strain. The net outflow of capital was also increased by a cutback in net liquidations by U.S. residents of foreign securities, which were relatively large from 1964 through 1966, chiefly because of the Interest Equalization Tax.

Complete balance of payments tables and their analysis will be published in the June issue of the *Survey of Current Business*. The magazine is available from field offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6; single copy 45 cents. A four-page weekly statistical supplement is supplied without charge to subscribers.

NUCLEUS OF 'E' WINNERS

Pa. forms 'Export Corps'

Governor announces plan to use 58 successful companies to encourage others

By CLARENCE M. ZENS
Managing Editor

An export nucleus to boost Pennsylvania sales in world markets has been formed out of the state's Presidential "E" award winners.

The plan was announced to representatives of the 58 companies and associations at a seminar convoked in Harrisburg by Gov. Raymond P. Shafer. It was immediately accepted.

To the charter members of what he called the "Pennsylvania Export Corps," Governor Shafer gave three charges:

"The first is to act as an Ambassador for Pennsylvania and Pennsylvania's products as you tour the world. Talk about our Commonwealth of Excellence wherever you go. Tell them about our State and what it has to offer. Tell them about our quality products and our fine producers. Give the 'Made in Pennsylvania' mark a little more prestige! Report back to our Division of International Trade and Port Development on export possibilities so that Pennsylvania companies can take advantage of them.

"The second is a simple one: Strengthen your own international departments. Give your export crew more incentive—encourage them to raise overseas sales. Increase your staff—your advertising—your promotional budget—thus, your sales. It will be worth it!

"The third is more subtle, but just as important. In my opinion, the greatest obstacle to increasing Pennsylvania's exports does not lie in the lack of overseas markets, but in the reluctance of Pennsylvania manfacturers to sell them. We need you to be a prophet of profit from exports. At meetings, at cocktail parties, at seminars, at conferences, tell the story of profits through exports."

Trade mission in Fall

The Governor also announced that he will lead an industry-organized, Commerce Department-assisted trade mission to Stockholm, Frankfurt, Milan and Madrid in September, with special emphasis on business proposals in the instrument and instrumentation fields.

He discussed plans to set up world trade groups in all parts of Pennsylvania, with the help of the U.S. Department of Commerce Field Offices in Philadelphia and Pittsburgh. He also referred to plans to modernize and expand port facilities in the Philadelphia area and at Erie.

Governor Shafer said that the last yearly figures, for 1965, showed that Pennsylvania exported more than a billion dollars worth of products, which kept 150,000 persons busy making them. But he said this total came from only 2,568 of the 18,000 Pennsylvania manufacturers. The reasons that the 15,500 non-exporters give for staying home, he said, "have lost their economic justification in our rapidly changing world."

State set up seminar

The Governor's message was a highlight of the seminar, which was organized by the Division of International Trade of the state's Commerce Department. Most of the "E" Award organizations sent representatives to participate in discussions on selling abroad, manufacturing overseas, financing international trade, and handling the movement of goods in world commerce.

Progress of the Foreign Credit Insurance Association was described by FCIA vice president Paul Haskell, who said that the five-year-old enterprise is now nearing the end of its first full cycle of insuring exports for U.S. businessmen and has built up a knowledgeable staff that is now giving improved service. During its

Profile of a representative

A questionnaire that builds a "Profile" of an effective overseas representative has been developed for the Budd Co. of Philadelphia by Edward H. McDermott of the company's international division.

It was presented to the May 15 export workshop of the Pennsylvania Department of Commerce at Harrisburg by the Budd official. It seeks answers to the following questions:

Contract date? Type of ownership? Successful years in business? Have they shown adequate growth? Basic type of business? Are they a national firm? Do they have facilities to stock our products now or in the future?

How many officers do they have? How many employees? Approximate age range of management? Do they employ middle management and management trainees? Which other firms do they represent, if any? Do they handle competitive or complementary lines?

Sales information: Present annual sales volume? What percentage does our sales contribute to their overall sales volume? Do they have a sales manager? How many salesmen do they employ? How many salesmen sell our products? What percentage of their time is spent selling our products? How often do they make customer calls?

Are their salesmen properly trained to sell our products? Do they send us copies of individual call reports? How many customers do they have? How many of our customers do they have? How many sales office locations?

Do you feel they cover their territory properly? Do they advertise or promote our products in any manner besides personal calls so that new business is promoted? Do they keep proper sales records? Do they know their potential for our products? Do you feel their salesmen are personally capable to sell our high quality line?

NEW PENNSYLVANIA STATE 'EXPORT CORPS' proposed by Gov. Raymond P. Shafer (left) was welcomed on behalf of 58 state Presidential 'E' winners by John W. Eshelman, as Clifford L. Jones (right), Pennsylvania's Secretary of Commerce, looked on, at a Harrisburg seminar.

first four years, he said, the FCIA lost money, but expects to make a profit in the fifth year and to stay in the black in the future.

William H. Lukens, chairman of the Philadelphia Regional Export Expansion Council, and Henry Dempsey of the U.S. Department of Commerce Philadelphia Field Office, both urged use of Commerce Department's new computerized information services for exporters.

Philadelphia port area spokesman H. Willis Jackson of the United States Lines told the seminar that the shipping spotlight has turned to containerization in the past two years because international agreement has now been reached on container size standards. He said that the port of Philadelphia expects to be ready for full container service late in 1968.

John P. Henshaw, president of Pittsburgh Plate Glass International said that his company's export business is now 13% of an overall $125 million yearly total and has increased ten-fold in recent years. He said that the company has three men combing the world for licensing opportunities.

Both he and Paul O'Brien of New Holland Machine Co. emphasized their companies' experience that overseas investment led to an increase in exporting from their U.S. plants.

Quaker State Oil Refining Corporation's success in world trade, said export manager V. J. Borland, is based on three principles: "You have to like to do business abroad. You have to adjust to the atmosphere and thinking of a foreign land and the export trade. You have to acquaint yourself with the problems of each market."

He pointed out that the opening of the St. Lawrence Seaway, with a port at Erie, has brought advantages to his company, particularly in saving transport time.

Edward H. McDermott, who sells industrial plastics internationally for the Budd Co., Philadelphia, set down six questions upon which his company laid a scientific market research program:

1) How much of the market is actually available to us? 2) How much do we plan to get? 3) How much money should we spend on promotion and selling in any given time period to achieve the goal in each geographical market? 4) How much selling effect should we expend on the various individuals product lines? 5) How much selling effort should we direct at our different customers and potential customers? 6) How effective are our present channels of distribution?

UN standards group to study tractors, farm implements at first conference in U.S.

Delegates from around the world will be introduced to U.S. tractors and farm implements when the International Standards Organization (ISO) holds its first meeting in the United States at Moline, Ill., July 17-28.

The demonstrations will be related to ISO projects and will involve a variety of models of tractors and implements produced by manufacturers in the United States and Canada with special attention given to the three-point hitch, to hydraulic controls for trailing implements, to tractor protective frames and other features.

The Farm and Industrial Equipment Institute, of Chicago, and the United States of America Standards Institute (USASI) are hosting the delegates of 15 countries, including Australia and 14 European nations on both sides of the Iron Curtain. The ISO is a branch of the United Nations.

The first week's activities will center on the work of the ISO Committee on Tractors, while the second week will be devoted to the Committee on Farm Implements.

UNESCO coupons

Several Commerce Dept. Field Offices have received inquiries from U.S. exporters who have received orders from abroad contingent on their accepting payment in UNESCO coupons.

These coupons are sold to importers, primarily in less-developed nations which are members of UNESCO, for use in purchasing a wide range of publications, films and scientific material. They are issued in denominations up to $1,000 and essentially are in the nature of international money orders.

They can be redeemed for U.S. dollars at Bankers Trust Co., P.O. Box 2579, Church Street Station, New York, N.Y. 10008. Redemption is made for the face value minus a 5% discount on amounts up to $100, a 4% discount on amounts between $100 and $1,000, and a 3% discount on sums over $1,000.

For full information on these coupons, contact a Department of Commerce Field Office.

Exports reach new peak as imports level off

First increase in trade balance is reported since third quarter 1965

After showing little growth in the final three months last year, U.S. exports—seasonally adjusted and excluding military grant-aid—rebounded strongly with a 4% rise in the first quarter of 1967 to an annual rate of $31.2 billion.

The first quarter gain was the largest since the surge in strike-delayed deliveries during April-June 1965. The improved export performance was due to the substantial 8½% advance in U.S. shipments registered in January which more than offset small declines from that high total in the two following months.

In contrast to exports, first quarter imports, at an annual rate of $26.7 billion, remained unchanged from their October-December level. The practically flat level of imports from the third quarter of last year, coming after four successive quarterly increases of around 5%, mirrored the general slackening in business activity which began in the latter part of 1966, as shown in the following table of U.S. foreign trade, in millions of dollars, seasonally adjusted:

1966	*Exports*	*Imports*
First quarter	2,406	2,007
Second quarter	2,420	2,102
Third quarter	2,484	2,206
Fourth quarter	2,494	2,228
1967		
First quarter	2,597	2,228

After falling for five successive quarters, our gross export surplus in the first three months increased substantially over last year's total. The rate of exports through March exceeded the 1966 value by 6%, and imports were up by 4½%. At a seasonally adjusted annual rate of $4.4 billion, the trade balance was almost $600 million greater than that for last year.

Expanding shipments to Canada, Western Europe, and the developing regions provided the upward regional thrust to U.S. exports in the first quarter. Canadian sales increased by 7% over the fourth quarter to more than $1.8 billion (seasonally adjusted), the strongest gain in nearly two years. Following three successive quarterly declines, shipments to Western Europe registered a modest advance. Exports to the 19 American Republics picked up slightly from the level of the December quarter while shipments to other developing areas continued to rise.

Import shifts

Offsetting shifts in imports from the various areas of the world held arrivals in the March quarter at the level of the preceding three months. Purchases from Western Europe eased off for the first time since July-September 1965, and arrivals from the American Republics and Japan dropped for the second consecutive quarter. Imports from Canada, on the other hand, continued to expand, while Africa and Asia other than Japan registered moderate gains in deliveries here following declines in October-December.

A sharp gain in shipments of nonagricultural products sparked the increase in U.S. exports in the first quarter. Following the modest growth of the second half of last year, the rate of advance in nonagricultural deliveries on a seasonally adjusted basis accelerated in January-March with a gain of 7½% over the final quarter. Exports of agricultural commodities, on the other hand, declined for the second successive quarter, as shipments of various major products dropped more than seasonally.

Exports of machinery, which topped $2.1 billion in the March quarter, exceeded the 1966 quarterly average by 9%, due primarily to a sharp upturn in March. Among nonelectrical machinery exports, computers showed the largest gain over year-earlier levels. The bulk of the deliveries of $110 million went to the industrialized countries of Western Europe, Canada, and Japan where markets are rapidly growing for high-speed data processing equipment and industrial control apparatus. Agricultural machinery and tractor shipments were seasonally strong.

Stimulated by increasing deliveries of U.S. planes, exports of aircraft engines and parts advanced again; that gain continued the fourth quarter recovery from the unusually low value recorded in the preceding three months. On the other hand, deliveries of automotive engines and parts, largely to Canada, remained at last year's record quarterly level.

In the first three months of 1967, shipments of electrical machinery were 10% higher than the quarterly average for last year. Telecommunications apparatus, mainly TV and radio broadcasting equipment, moved at a brisk pace, as did exports of navigational aids and detection devices.

New export orders for machinery received by U.S. manufacturers in the first three months of the year increased by 2% over the totals recorded in the two preceding quarters. At $1,480 million, they almost matched the peak level of April-June 1966. The backlog, as measured by the ratio of unfilled export orders to shipments, was reduced in March.

U.S. exports of transport equipment in January-March exceeded the 1966 quarterly average by 18%, due largely to gains in sales of motor vehicles and civilian aircraft. Although lower than their seasonally high fourth quarter value, shipments of automobiles to Canada under the duty-free 1965 U.S.-Canadian Automotive Agreement were nearly double last year's average quarterly rate. The

This article and accompanying tables and chart were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

March quarter total of $130 million compared to the 1966 average of $69 million.

Sales of aircraft, which had regained their first half level in the final quarter after a sharp drop in July-September, continued upward in value. This upswing reflected the improvement in deliveries of short- and medium-range jet transports to foreign airlines which had been delayed last year due to a shortage of engines.

Chemical exports hit plateau

Following an 8% increase in April-June 1966, U.S. exports of chemicals of all types fluctuated little in the next three quarters. Not only has strong domestic demand had a restraining effect on exports, but also increasing sales of U.S. overseas subsidiaries have moderated foreign demand for shipments from this country.

Exports of chemical elements and compounds and of medicinals and pharmaceuticals, however, peaked in the first quarter. Expanding shipments of the latter were due in part to the expansion of national health programs in several developing countries. Exports of manufactured fertilizers in the first quarter, on the other hand, were little more than half the high level to which they had risen in the last six months of 1966. Much of the expansion in that period was accounted for by a rise in shipments to India and Pakistan under AID programs to improve agricultural productivity in these countries.

Steel shipments spurred by AID

After dropping to a two-year low of $120 million in the September quarter of 1966, exports of iron and steel-mill products expanded sharply in October-December, and again during January-March 1967 to a total of $159 million. This advance was largely a result of increased shipments to Pakistan under AID programs.

Copper exports in the first three months fell 8% below the quarterly average of 1966. The decline in quantity was somewhat greater because prices were higher. Sales of aluminum, averaging $42 million in the first three quarters of last year, picked up in the final quarter and expanded further to $59 million in January-March.

Exports of professional, scientific, and controlling instruments held even with their record fourth quarter total of $152 million, 8% above the 1966 quarterly average. A substantial portion of the shipments so far this year consisted of navigational and flight instruments which normally accompany sales of aircraft.

Shipments of agricultural commodities in January-March fell below their value in every quarter of the last two years except the strike-affected first quarter of 1965. Deliveries of wheat, which had averaged $349 million per quarter last year, dropped to $240 million in the first three months of 1967. The decline especially reflected reductions in PL-480 shipments to India, Korea, and Yugoslavia.

Higher U.S. prices, due in part to reduced supplies, intensified foreign competition, and the increased availability of other types of feed in the importing countries caused our exports of corn to drop in each of the last three quarters to $183 million in January-March. Most of our corn shipments so far this year have gone to Western Europe and Japan.

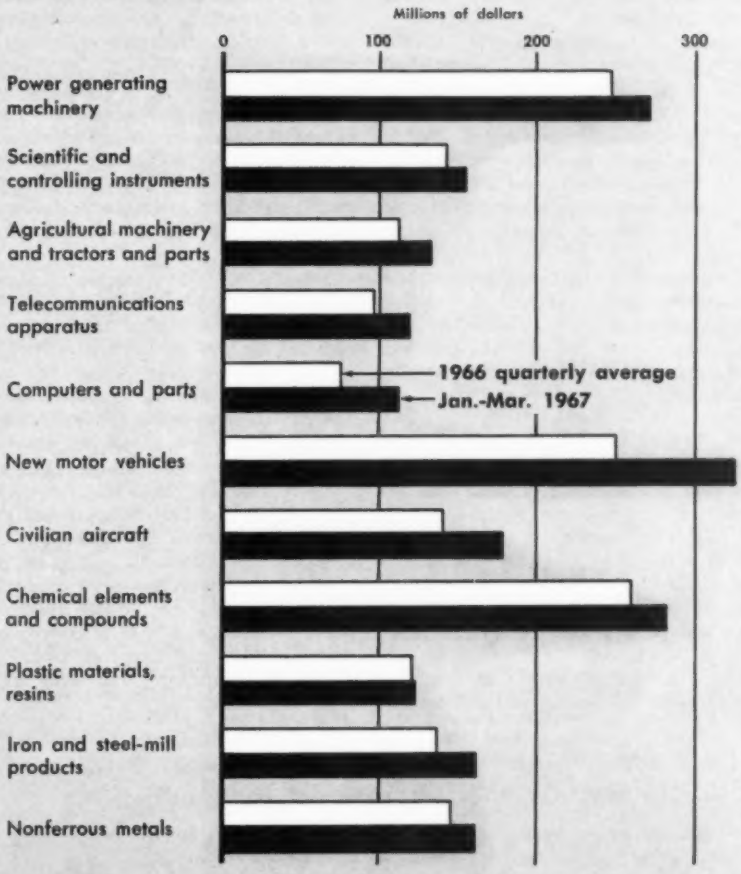
Exports of soybeans declined seasonally in the March quarter but were one-tenth greater than in the comparable period of 1966. The strong advance in these sales has been moderated somewhat by competition from lower-priced oilseeds in other countries.

New pricing policy

Introduction of a new U.S. pricing policy last summer which resulted in lower export prices, record world consumption, and reduced production overseas caused our exports of cotton to increase strongly in the third and fourth quarters of 1966. First quarter 1967 shipments, mostly to Western Europe and Japan, totaled $158 million, nearly two-thirds above the value of the first quarter of last year.

A strong rise in agricultural purchases countered a 2% decline in nonagricul-

Exports of many manufactures rise in first quarter



tural imports in the first quarter to keep total imports at the level of the final quarter of 1966. An 8% advance lifted agricultural arrivals to $1,192 million. The falloff in imports of nonagricultural goods to $5,492 million in January-March (seasonally adjusted) was the first in any quarter since 1963.

Imports of capital equipment declined slightly in the first quarter. Though close to the peak level reached in October-December 1966, arrivals of these goods were an estimated one-eighth higher than the quarterly rate last year. The decrease from the final 1966 quarter was attributable mainly to lower imports of civilian aircraft and commercial motor vehicles.

Purchases of foreign nonelectrical machinery continued to expand. Arrivals of agricultural machinery and tractors, office machines, machine tools, and textile machinery were substantially greater than 1966 levels.

New wheat allotments

Increased allotments for wheat accentuated the seasonal demand for imports of agricultural machinery and tractors in the first quarter. At a record $90 million level, these movements were a fifth above last year's quarterly average. A major part of this advance was in combines and parts shipped from U.S. subsidiaries in Canada.

The U.S. market continued firm for foreign-made calculating and adding machines and typewriters, mostly from Western Europe. Imports of office machines as a group, edging above the high fourth quarter level, were 25% greater than the 1966 quarterly average.

With demand continuing strong and order backlogs high, imports of machine tools also reached a new quarterly record in the first three months. Following last year's exceptional 120% advance, foreign purchases of these tools, principally lathes, milling machines, and other metal cutting types, expanded to $47 million in January-March, nearly three-fifths above the 1966 quarterly average. West Germany, the United Kingdom, Japan and Italy were our largest suppliers of machine tools.

Imports of textile machinery likewise continued expansive following last year's significant two-thirds advance. At a record $37 million in the first quarter, arrivals were 15% above the 1966 pace. The high volume of imports through March represented deliveries made against orders placed abroad last summer when the textile industry was operating at near capacity levels.

Arrivals of civilian aircraft and parts, which more than doubled last year, dropped as domestic manufacturers stepped up their deliveries of commercial planes to U.S. airlines. March quarter imports consisted mostly of turboprop commercial and executive aircraft from Japan and utility transports and wing assemblies from Canada.

U.S. imports of selected principal commodities

1966–67 by quarters

Millions of dollars

Commodity	1966 1st	1966 2nd	1966 3rd	1966 4th	1967 1st
Industrial supplies and materials, total	2,838	3,100	3,137	3,017	2,980*
Fuel oil and crude petroleum	508	441	468	462	526
Ores and metal scrap	174	260	298	287	199
Iron and steel-mill products	219	289	356	319	283
Copper	120	130	170	191	152
Nonferrous base metals, other	200	237	218	203	204
Newsprint	208	229	221	232	209
Industrial chemicals*	180	210	200	205	215
Consumer goods, including automobiles and parts, total	1,262	1,306	1,457	1,607	1,560*
Automobiles, new	313	270	257	397	427
Automotive parts	101	116	112	149	190*
Clothing	121	133	204	149	135
Capital equipment, including trucks and buses, total	491	566	585	685	660*
Foods and beverages, total	1,073	1,117	1,116	1,194	1,150*
Coffee	314	269	238	249	261
Meat and preparations	130	155	157	157	153
Fish	120	144	141	149	134

* Estimated.

Following a 4% reduction from the third to the fourth quarters of 1966, arrivals of industrial supplies and materials receded again in January-March. Seasonal commodity shifts were a major factor in the latest downturn.

Imports of iron ore and iron and steel-mill products fell seasonally, and were influenced as well by the decline in production of durables, notably automobiles and consumer appliances.

After advancing to a record quarterly rate last year, purchases of nonferrous base metals also decreased slightly in the first three months because of a substantial reduction in the quantity of aluminum imports. These have declined steadily since the June quarter last year when rising domestic production from new capacity cut demand for foreign-produced metal. The value of copper held level with the 1966 rate as larger quantities entered at lower prices. Receipts of higher-priced nickel, mainly from Canada, on the other hand, advanced for the third consecutive quarter to a value nearly a tenth above last year's quarterly average.

Seasonal decline

Newsprint imports dropped in the March quarter, reflecting primarily the seasonal decline in demand, and some liquidation of publishers' inventories. Imports of mineral fuels advanced by one-tenth over their quarterly average last year. Increased demand in the Northeast during the severe winter caused fuel oil arrivals to expand. Growing consumption of natural gas in the western states led to considerably higher shipments from Canada.

Arrivals of unmanufactured tobacco jumped to $74 million in January-March, more than double last year's quarterly average. Stimulated by attractive prices, purchases of oriental tobaccos from Greece and Turkey expanded strongly.

A surge in imports of manufactured fertilizers in the March quarter, especially potassium chloride and ammonium sulfate from Canada, contributed most of the 5% increase in chemical imports over last year's average quarterly value. Stepped-up buying of crude rubber for tire manufacturers in anticipation of a possible strike was a key factor in the sharp rise in arrivals. Also spurring imports was increasing demand for use in heavy-duty tires by the aircraft, truck, and bus industries.

Imports of cotton and wool yarns declined noticeably in January-March from last year's quarterly rate. These decreases however, were partially offset by an expansion in purchases of foreign manmade fiber yarns and cotton fabrics. As a re-

sult, total arrivals of textiles other than clothing were about 4% below the 1966 quarterly value.

Although imports of consumer goods including autos declined as usual from their high seasonal level in the final quarter, the level of purchases exceeded the average 1966 pace by more than a tenth. New automobiles and parts were the principal bullish commodities among these products.

At an estimated $615 million in the first quarter, imports of autos and parts (including engines) were 44% above last year's quarterly average. This expansion took place despite reduced demand for U.S.-made cars and a decline in foreign auto registrations. As in 1966, Canada was the principal single source of these imports.

Expanding sales of foreign footwear in this country boosted these imports to $65 million in the first three months, 38% above the 1966 quarterly average. Much of this advance was in rubber and vinyl footwear from Japan and leather shoes for women from Italy.

Imports of clothing, which follow a strong seasonal pattern, fell below the October-December level, but were a tenth above their value in the same period of 1966. Sharp gains over the March 1966 quarter in arrivals of manmade fiber apparel more than offset declines in receipts of cotton apparel.

U.S. exports of selected principal commodities

1966–67 by quarters

Millions of dollars

Commodity	1966				1967
	1st	2nd	3rd	4th	1st
Machinery, total	1,857	1,987	1,832	2,002	2,096
Engines and other power generating machinery	234	253	232	256	268
Agricultural machinery and tractors and parts	122	133	99	96	133
Computers and parts	70	65	66	94	110
Electric power machinery	120	128	117	123	125
Telecommunications apparatus	88	93	92	108	116
Transport equipment, total	859	866	732	1,026	1,027
New motor vehicles	229	217	207	365	322
Civilian aircraft	148	156	105	144	175
Chemicals, total	632	683	689	672	685
Chemical elements and compounds	239	266	274	251	280
Plastic materials and resins	122	119	120	112	119
Other manufactures, total	1,299	1,351	1,283	1,346	1,392
Iron and steel-mill products	136	135	120	146	159
Nonferrous base metals	152	155	155	120	158
Professional and controlling instruments	134	142	138	152	152
Fuels, total	211	249	268	250	227
Crude materials, total	721	746	670	936	846
Soybeans	167	195	96	302	184
Cotton	96	71	98	167	158
Food, beverages, tobacco, total	1,251	1,257	1,315	1,367	1,129
Grains and preparations	792	828	799	771	667
Tobacco and manufactures	114	94	180	224	125

TV imports level off

After nearly doubling in value last year, imports of TV sets leveled off in the first quarter to about the 1966 quarterly average. Radio sets, with a more modest increase in 1966, also held at last year's rate. Quantities of both types of receivers fell as prices strengthened. Though Japan is still the major supplier, an increasing share of our radio imports is now coming in under brand names of U.S. companies from subsidiaries in Hong Kong, Taiwan, and Korea.

Motorcycle imports of $32 million in the first quarter were sharply lower than the quarterly average of last year. Relatively high dealer inventories and slower sales have caused these purchases, primarily from Japan, to fall from the peak level reached in the first quarter of 1966.

Imports of foods and beverages continued strong in January-March compared with the quarterly rate last year. Sharp gains in imports of cocoa and fresh vegetables were only partly negated by seasonal declines in whisky, sugar, and fish. Coffee arrivals also dropped during this period.

The 7% drop in sugar imports from the 1966 quarterly average largely reflected increasing inventories of raw and refined sugar and lagging consumption. Arrivals have declined in the last two quarters, both in quantity and value, from the high level of July-September 1966.

Large inventories of canned seafood and frozen blocks and fillets, built up in last year's final quarter, were mainly responsible for a sizable decrease in seafood imports in the March quarter. The relaxation at the end of 1966 of certain religious dietary requirements probably contributed to the decline in seafood consumption.

The quantity of coffee imports, which had drifted downward between April and August in the expectation of lower prices, picked up in the last four months of the year and continued upward in the first quarter. With cheaper prices, the value of coffee received in January-March fell slightly below the 1966 rate.

Higher prices and record first quarter cocoa bean demand by confectionery manufacturers raised the value of those imports in the first three months by 50% over the same period a year ago. Smaller African crops last year and rising world consumption caused wholesale prices for cocoa beans to rise in February to their highest level since 1960.

Imports of vegetables rose more than seasonally to $72 million in January-March, 18% above the first quarter 1966 value. Expanded production by U.S.-owned companies in Mexico, our largest supplier, has significantly stimulated shipments of fresh tomatoes, peppers, cucumbers, and onions in recent years.

Larger herds of beef animals and higher domestic production of meat products contributed to a slowdown in purchases of foreign beef from the final quarters of 1966. Though January-March imports were slightly above last year's average quarterly value, they were considerably below the high $86 million level of July-September.

Commerce aide expects new high for exports to Canada

U.S. exports to Canada this year may reach 11 percent higher than last year, Mark C. Feer, Deputy Assistant Secretary of Commerce for Financial Policy, said in a Rochester, N.Y., address.

U.S. industry is steadily improving its opportunity to sell in world markets, Mr. Feer said. He attributed this to a lower rate of increase in unit cost of production in the U.S. as compared to Europe and Japan. He said an added factor in the future would be tariff reductions resulting from the Kennedy Round agreements.

Four 'E's led Trade Week

Electronic and hospital equipment makers, air-sea forwarding company are winners

Leading off World Trade Week activities around the country were presentations of Presidential "E" awards for export expansion.

Air-Sea Forwarders of Los Angeles, Burr-Brown Research Corp. of Tucson, and the Electronics Division of General Dynamics all received their awards in the first days of the Trade Week. Air-Shields, Inc., of Hatboro, Pa., was honored just prior to the week.

Air-Shields, Inc., maker of hospital equipment has developed over the past 15 years an export business that is now active in more than 100 countries. The company manufactures infant incubators, humidifiers, breathing apparatus, portable cardiac equipment, respirators and resuscitators.

Air-Shields' international operation consists of an international division, two sales and services offices in Canada, wholly-owned manufacturing, sales and services subsidiaries in Mexico and the United Kingdom, and international distributors in more than 65 countries.

Exports keep pace with the substantial company growth pattern and represent approximately one quarter of company business.

Air-Shields participates in numerous international medical congresses and exhibits at U.S. Department of Commerce International Trade Fairs, including those in Mexico, Barcelona, Izmir and Berlin.

The company makes extensive use of multi-lingual literature. Sales material and operating instructions are available in Spanish, French and German as well as English. Some printed matter is also available in Italian, Portuguese, Danish and Dutch. The International Newsletter is published bi-monthly in English and soon will be offered in Spanish, French and German.

Air-Shields' international division selects new international distributors, handles agreements, sales forecasts, order processing and shipping, and has a technical consultant who contacts subsidiaries and distributors on technical matters.

The U.K. subsidiary provides all sales and services in the United Kingdom, sales and services to distributors in EFTA countries, and services to EEC countries. The Mexican subsidiary is expanding its activities to Central and South America.

In small markets where there are no established international distributors, Air-Shields uses a direct mail program to keep hospitals abreast of latest additions to its product line. The company also mails sales information and service manuals to U.S. Armed Forces Hospitals abroad.

Both home office personnel and international distributors attend training programs at the Hatboro plant. As part of the company's emphasis on languages, 39 members of management and staff recently took 16-week courses in Spanish, French and German.

Because its equipment is often vital to saving lives, Air-Shields stresses rapid transport of product to destination.

The "E" award was presented to Air-Shields president Edward E. Muriot by David Jamieson, director of the Department of Commerce's Philadelphia Field Office, at the company's International Conference, which was attended by overseas representatives.

California firm gets "E"

World Trade Week was kicked off in California with an "E" award for export service to Air-Sea Forwarders, Inc., of Los Angeles. The company initiated Polar route air shipments to Europe to minimize freight charges, designed simplified export forms, and introduced an intermediate financing service.

The shipping company has increased its export activities from 12 clients in 1950 to some 750 today. This was accomplished by means of complete customer service, including documentation and advisory services.

Air-Sea Forwarders was the first West Coast firm to develop and send consolidated air shipments to Europe via the direct Polar routes, thus eliminating transshipments of cargo on the East Coast and reducing cargo handling to a minimum. Air-Sea Forwarders has successfully negotiated reduction in freight rates with various shipping conferences to enable West Coast suppliers to be competitive with gulf and eastern suppliers. It has persuaded European firms to by-pass foreign competitors and purchase on the West Coast because of special consolidated services benefiting the purchaser with low cargo tariffs.

The company has specialized in handling products that constitute the principal West Coast export categories, such as aircraft, electronics, aerospace and related equipment.

Due to continued growth and increase in volume of business Air-Sea Forwarders has been able to develop new, lower air-cargo rates, which contribute to the increase in exporting from California. Its tariff minimum to key European points is only one-third what an exporter would pay if dealing directly with an airline.

Air-Sea Forwarders has designed new simplified export forms to make traffic procedures easier and more economical for manufacturers and exporters. The company maintains a highly-trained, technically-oriented sales force that calls on firms at plant and office for discussion and solution of export problems.

At present the firm is the only West Coast representative to the FIATA world organization of forwarding agents, and company executives make several trips a year to Europe to promote West Coast products and services.

Some foreign buyers of Air-Sea's local clients have found it convenient to give the firm funds for payment to these U.S. suppliers. Many local manufacturers had received purchase orders from abroad but were hesitant to process them because they had not exported previously and were unsure about getting payment. Air-Sea was able to guarantee payment in U.S. dollars immediately after receipt of merchandise for shipment. This specialized assistance encouraged some firms to enter exporting.

The award was presented by Representative Edward R. Roybal to company president Erwin Rautenberg at a flag-raising ceremony at the company's office at the Los Angeles Airport.

The Arizona World Trade Dinner was the scene of an "E" award ceremony for Burr-Brown Research Corp. of Tucson, manufacturers of electronic amplifiers, modules and accessories. Lawrence McQuade, Acting Assistant Secretary of Commerce for Domestic and International Business, presented the "E" pennant and certificate to Thomas R. Brown, Jr., Burr-Brown president.

Company exports have been increased sevenfold in two years through such marketing techniques as multi-lingual promotional material, international trade show exhibitions, and prompt delivery and service. One progressive move was the institution of an export department in Tucson. Previously, exports had been handled by two Canadian manufacturers' representatives and a combination export manager in San Francisco.

The company used U.S. Department of Commerce services, as well as those of commercial banks and insurance companies, to obtain foreign distribution in new markets.

Burr-Brown solved the problem of shipping spare parts quickly and efficiently by furnishing a small stock of parts to the representatives in each country. One shipment per month is made to replenish this stock. This makes possible rapid supply without the costs that would be incurred in shipping individual parts from Tucson.

While product information appeared regularly in English in American publications, Burr-Brown decided this was not reaching the widest possible audience. So the company embarked on an advertising plan in which product data was translated into various languages to receive wider circulation.

Burr-Brown participated in Department of Commerce trade shows in London in 1966 and in Tokyo in early 1967. The latter show was so effective in stimulating interest that customer requests reached the home office while the show was in process.

Exhibitions in Milan and Amsterdam trade shows were handled in cooperation with overseas representatives.

Burr-Brown also has prepared a portable display for overseas representatives.

Burr-Brown assures its representatives that their opinions will be heard and acted upon by responsible company officials. As a result of their suggestions, custom products have been developed to meet the needs of specific customers. Some have gained sufficient market acceptance to be included as part of the standard product line offered to all customers.

The latest design and production techniques are continually applied to the manufacture of all Burr-Brown products. This engineering approach has produced such results as enabling a lower installed cost to Japanese customers than that of comparable Japanese products.

Burr-Brown has developed a system by which purchase order number, product model number and quantity can be sent by cable direct to company headquarters, with delivery date confirmed by return cable.

Presidential ceremony

As a part of World Trade Week activities, President Johnson presented ten "E" awards in a White House ceremony. This event, which occurred at the INTERNATIONAL COMMERCE weekly deadline, will be reported with text and photos in next week's issue.

The Electronics Division of General Dynamics has received the Presidential "E" for increasing its exports through market surveys, sponsorship of a sales caravan to Western Europe, and development of an effective distribution network.

This Division is primarily a manufacturer of defense electronics for the U.S. Government. Since 1961, however, the Rochester, N.Y., company has concentrated on developing export markets. Since that time, exports have increased from less than 1% to approximately 10% of total sales.

In addition to entering exporting, the Division determined to pursue licensing agreements around the world. Two licensees are presently active. One licensee has substantial orders on hand and is now beginning manufacturing. The other is receiving technical manufacturing information, expects orders within six months, and hopes to produce within a year. Four other licensing programs are in various stages of negotiation and several more proposals are being discussed. The company also has joint ventures in operation in Belgium and France.

Last year the Division developed a directory listing translators. Fifty employees with ability in 23 different languages have assisted foreign visitors and presented technical demonstrations. Data sheets have been translated into Spanish, French, Italian and German.

In late 1966 a sales caravan of General Dynamics radio communications equipment toured England and the European continent to demonstrate operating capability and effectiveness.

Once an international department had been established, the Division undertook activities to promote exporting: it obtained U.S. Department of State licenses to cover the export of product literature; developed a foreign representative program; developed standard terms and conditions of export sales, and standard pricing policy for exports and guideline price lists.

The firm has corporate administrative offices in Paris, London, Bonn and Canberra, Australia, and plans additional offices for Ottawa and Tokyo. Virtually no market exists outside the major industrial nations due to the sophistication and high costs of Electronics Division products.

The "E" award was presented by Mark Feer, Deputy Assistant Secretary of Commerce for Financial Policy, to general manager Parker Painter, Jr., at Rochester's First Annual World Trade Week Banquet at the University of Rochester. In attendance were officers, directors and members of the Rochester Chamber of Commerce, Western New York REEC members and area "E" award winners.

SAN FRANCISCO WORLD TRADE CENTER office of Air-Sea Forwarders is one of four the company maintains to assure rapid service. In addition to this branch and its main office at Los Angeles International Airport, the firm has offices in North Hollywood and at the San Francisco International Airport.

PURCHASING CENTER'S LEADERSHIP looks over a story on its program in the Fordham U. paper. From left: Dr. Camarasano of Fordham; H. A. Berry, president of the Afro-American Purchasing Center; Fr. Watson of Fordham's Business School and Dr. Rene V. LaMarre, training director of the Center.

NON-PROFIT CENTER

Africans get buying skills

Two-year old course teaches government officials latest procurement techniques

By DR. RENE V. LAMARRE
Training Director,
Afro-American Training Center

A U.S. non-profit organization sponsored by the U.S. Agency for International Development (AID) has been assisting 26 of Africa's developing nations with their international purchasing problems and, in the process, helped American exporters boost their sales to Africa by at least $27 million.

The Afro-American Purchasing Center is a private non-profit corporation created to train employees of African governments and public institutions in modern procurement techniques, which enable them to engage more effectively in international trade. To reach this objective, the Center also acts as a purchasing agency, where the trainees relate theory to practice by participating in all the phases of the procurement cycle.

The organization, authorized agent of about 35 countries, is responsible for the purchase of a substantial number of commodities, equipment and machinery, from the preparation or review of specifications to delivery at the African destination.

Since it was organized in 1965, the Center has handled a total volume of $17 million in purchases for the 26 nations. Moreover, it is responsible for supplying equipment for two major road building projects in Tunisia and Libya, whose estimated cost is about $10.5 million.

Purchasing professionals

The 23-member staff of the Center is partly made up of procurement experts, with years of successful purchasing experience in the service of leading American corporations. They have been in charge of buying material for competitive industries where price, quality, service, and on-time delivery are essential to the success of the enterprise. They have purchased practically everything that could be required by industry or government.

The buying group is supported by expert consultants in such fields as highway construction; irrigation; railroad construction and maintenance; institutional construction and furnishing; land clearing and development; power transmission and generating plant construction. The consultants make on-the-spot surveys and recommendations, prepare or review specifications as required and instruct in the use and maintenance of equipment.

The Center's advisors have gone to Tunisia and Sudan. To date, no instructors have been sent abroad on teaching duties. However, the Center can arrange for advisors and instructors in all phases of purchasing, inventory control and

warehousing to accept temporary assignments with foreign governments.

Training the employees of African governments in purchasing and related subjects is a major responsibility of the Center, and 31 officials have already completed its program. The goal is to develop skilled buyers who can employ the latest procedures and policies of purchasing and inventory control. Programs of varying length and subject matter are offered depending upon the requirements of the participants.

Except for a negligible number of items of proprietary nature, all purchases by the Center have been made in the U.S. market. The Center has done and is doing all it can to introduce in Africa all types of American products which foreign agents have often represented as being non competitive and sometimes inferior in quality.

The results have been very encouraging in spite of the fact that the former colonial powers still sometimes try to influence purchase decisions.

For example, in a meeting set up by the Center for African officials, a visiting specialist declared: "It is generally accepted that American manufacturers cannot compete in international trade. It is also a known fact that when an American company sells goods, its interest ceases as soon as it receives payment."

The Center official to whom the statement was addressed successfully challenged it, but did concede that in some cases a few U.S. manufacturers did not provide on the spot parts and services. Such suppliers should not be considered for future competition.

The basic eight-month training course begins with nine weeks, or the equivalent of 12 credit hours, of academic work at either Fordham University in New York or Ohio State University, with which the Center has working agreements. This phase covers such subjects as international trade relations and procedures, inventory control, supply management, negotiation and contract administration, transportation and packaging, and purchasing procedures and practices.

The classroom education is followed by practical on-the-job training at the Center's headquarters in New York. African participants actually handle the purchase of items through the entire procurement cycle, starting with the preparation of specifications and following through on solicitation of bids, negotiation with suppliers, placement of orders, arrangement of transportation and shipping, and ending with the payment of invoices and freight bills.

Trainees visit various types of American business organizations. In addition to observing manufacturing operations, they study industrial and governmental purchasing departments at first hand. They also visit and consult with the personnel of banks, transportation companies and commodity exchanges.

The Center is also designed to handle special programs. These may be tailored both in length and subject matter to the peculiar needs of a participant or of a group of participants. For example, programs have been planned for architects and contractors for schools and public buildings; auditors of purchasing departments; commercial delegations who wish to compare their methods; and dock superintendents.

The Center's trainees move into responsible positions when they return home. To date, its graduates include a Commercial Attache in the U.S., a junior executive trainee with Pan American Airways, the head of a tri-nation feeder line, a chief purchaser and a chief auditor. Trainees receive information and reference materials to equip them to conduct similar courses for others.

The Center's articles of incorporation have been amended to permit the extension of its activities outside the African continent.

As a matter of fact, it is now buying for South America.

Sewage treatment products from U.S. promoted in Japan

Five-man mission holds seminar on waste treatment, talks with local public works officials

U.S. sewage treatment products and services are being promoted in Japan, through the efforts of a trade mission which has been working there during the past ten days.

The selling effort was stimulated by the Japanese Government's current consideration of a program amounting to more than $3 billion worth of national aid to municipalities in the field of water pollution control.

Sponsored by the California Council for International Trade and approved by the U.S. Department of Commerce, the mission arrived in Tokyo May 18 to talk with municipal government officials.

Most of the group's activity, however, was scheduled to take place in Osaka, San Francisco's sister city, where an all-day Advanced Waste Treatment Seminar was planned for May 22. About 70 representatives of the public works departments from all over the Japanese nation were expected to attend.

Meet government officials

A meeting with Osaka municipal government officials and a visit to the Nakahama Sewage Treatment Plant also were scheduled. In addition, mission members planned to attend the Japan Sewage Association meetings May 23-25 and hold a variety of business interviews before returning home May 27 or 28.

Leader of the group was Frank P. Sebastian, senior vice president and manager, Bartlett-Snow-Pacific, Inc., San Francisco, designers and installers of multiple hearth furnaces for sewage sludge disposal and reactivation of granular carbon.

The other four members of the mission were Ralph Calaceto, president, Airetron Engineering Corp., Midland Park, N.J., cyclone and venturi gas scrubbers; Paul J. Cardinal, manager, Sanitary Engineering Division, Bartlett-Snow-Pacific, Inc., San Francisco; Richard Kennedy, president, Kennedy Engineers, San Francisco, consulting engineers; and Paul Richter, vice president, Eimco Corp., Salt Lake City, Utah, vacuum filters, clarifiers.

Bay area busy sending trade missions abroad

The San Francisco Bay area has been busy this spring sending trade missions abroad.

In addition to the sewage treatment team reported in the accompanying article, an agricultural mission under the same sponsorship landed in Moscow May 15 for a two-week business tour.

A month earlier, the Greater San Francisco Chamber of Commerce and the San Francisco Area World Trade Association sent a mission to Indonesia, Hong Kong, Malaysia, Thailand, and Singapore to spur sales of such U.S. goods as building materials, packaging machinery, materials handling and communications equipment, food products and processing machinery.

New trade era in Pacific

Assistant Secretary McQuade reviews growing signs of economic vigor

The nations bordering on the Pacific, which include some of the world's most-developed as well as least economically-advanced economies are destined to play a sharply increasing role in world trade, a leading Commerce Department official predicts.

"Most of the countries of the Pacific area are entering a new era of development," according to Lawrence C. McQuade, Acting Assistant Secretary of Commerce for Domestic and International Business.

- "They have growing confidence in their own capacity to attain new and higher levels of economic accomplishment;
- They seem determined to develop their natural potentials for a more prosperous future, and
- They are moving away from the narrow nationalism of centuries past toward increasing cooperation in mutually beneficial regional projects."

Speaking at the San Francisco welcoming ceremonies for the ship carrying the Japan Industry Floating Fair at its first port of call in North America, McQuade reviewed the whole international trade picture in the Pacific area.

McQuade said it is no secret that some U.S. industries, notably textiles and steel, express concern about what they deem to be disproportionate increases in the share of Japanese exports which come to the U.S. market.

Careful considerations

These sorts of issues inevitably call for careful consideration in the real world of politics and economics. I hope, however, that they do not obscure the clear commitment of the United States to a more liberal international trade policy by all nations. For example, if barriers to Japanese exports can be removed throughout the world's trading markets, the share of Japan's exports to other nations should rise and the concern of U.S. industries diminish, he said.

Now that Japan no longer has balance-of payments reasons to restrict the entry of foreign equity investment, and in light of its current high degree of economic development, the U.S. Government is hopeful that Japan will substantially relax its stringent restrictions on direct foreign investment, according to McQuade.

"Not only do we believe that they are not justified under today's conditions, but we also note that U.S. firms are increasingly reluctant to make available their technology without the additional advantages—for both countries—of U.S. equity participation whereby the American interest becomes more closely identified with that of the Japanese economy.

"Our concern about this has been expressed to the Japanese Government on a number of occasions and by various U.S. Government officials. We are looking forward to an announcement, as promised by the Japanese Government, in the next month or so, which will outline the capital liberalization measures that Japan intends to undertake," he said.

Regional cooperation

He cited examples of growing cooperation as impressive evidence of the area's new vigor and cooperative outlook:

ECAFE—For some 20 years the Economic Commission for Asia and the Far East (ECAFE), a regional body of the United Nations, has provided a means for cooperation in advancing economic and social progress in the area. ECAFE has stimulated cooperative projects for the development of the region's natural resources, transportation, industries, and agriculture. And it provides a driving force for regional studies, plans, and action.

One of the many projects sponsored by ECAFE is the Asian Highway, which eventually will tie together all the existing main roads from Viet-Nam and Singapore to Iran and provide a 34,000-mile highway network serving more than 700 million people.

The 20th annual meeting of ECAFE, held in Tokyo last month, closed with the unanimous adoption of a declaration which clearly reflects the growing strength of regional cooperation. New regional projects approved at the session include the establishment of an Asian Statistical Institute, an Asian Coconut Research Institute, an Asian Standards Advisory Committee, and new minerals surveys.

Asian Development Bank—A significant new event, this 32-member Bank is an Asian institution created by Asians for Asians, and 60% of its capital must come from Asian sources.

The United States became a member of the Bank and subscribed $200 million for its capitalization. Western Europe and Canada put in $150 million. Japan contributed $200 million. The developing countries in the area themselves put up $415 million.

Colombo Plan—Developed and developing nations are also associated in the Colombo Plan—a forum for examining development plans, problems, and policies and coordinating economic and technical assistance to Asian countries.

Asian and Pacific Council—Last June, nine nations formed the Asian and Pacific Council in Seoul, Korea. The Council's purpose is to foster cooperative projects in economic, social, and cultural fields. Plans include the formation of a pool of technicians and a fertilizer bank.

Association of Southeast Asia—The Philippines, Malaysia, and Thailand have created the Association of Southeast Asia, which seems to have revived after some difficult times a couple of years ago. This three-nation group is considering tariff reduction and looking into the possibilities for establishing a joint shipping line. Membership is open to other nations.

Kennedy Round

A brief mention of the Kennedy Round seems appropriate even though the full account of the results of the last few hectic weeks at Geneva cannot be reconstructed at this point, McQuade said.

This round of multilateral tariff negotiations began almost five years ago. It marks a practical effort to clear away impediments to a growing world trade.

After the Kennedy Round, it seems to me that there will be a period of shakedown, with few major new trade initiatives. Every country will need to find out in practice what the changes negotiated in Geneva mean.

However, I expect requests from the less developed countries for some forms of trade preferences—perhaps along the lines proposed by President Johnson at the recent meeting of Western Hemisphere Presidents at Punta del Este—will be forthcoming soon. Next year's meeting of the United Nations Committee for Trade and Development will provide a natural forum, according to McQuade.

"A second post-Kennedy Round pattern is likely to be a more vigorous bilateral effort to remove non-tariff barriers to trade.

"Finally, it seems important to mention that direct investment is a natural counterpart to trade in giving a degree of common destiny to the Pacific nations," he continued.

The United States encourages the investment of U.S. private capital in the developing countries as a means of accelerating their economic progress.

American business benefits in two ways. First, U.S. investors earn dividends and interest. Second, by advancing development in other countries they create larger markets for U.S. exports, he said.

The U.S. Department of Agriculture notes that for every 10% gain in income in the developing countries we can expect a 16% increase in commercial demand for U.S. agricultural products.

Improves payment balance

On top of this, overseas earnings returned to the United States help to improve our balance of payments.

McQuade listed several ways in which foreign capital serves as a vital catalyst in the developing countries:

- Providing facilities for new and expanded production;
- Making opportunities for industrial diversification;
- Helping to increase production, which enables the developing countries to expand their exports;
- Giving the developing countries access to modern technology, and
- Providing an opportunity for them to import managerial skills.

American firms are becoming increasingly active in the Asian and Pacific areas. U.S. private direct investment in manufacturing enterprises in the developing countries of the region grew from $168 million at the end of 1960 to $355 million at the end of 1965.

This growth reflects the fact that more of these countries are endeavoring to attract the external capital they urgently need by providing more liberal investment incentives, McQuade said.

Lebanon drops import duties on soybeans, changes others

The Government of Lebanon has issued several minor amendments to its customs tariff schedule recently. The most important was the exemption from import duty on soy beans from 8% ad valorem to free.

Information on specific commodities is available from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

MEXICO-ARIZONA TRADE VISIT to Phoenix included a welcome to Jalisco State officials by Arizona Secretary of State Wesley Bolin (left). At right foreground is Juan Delgado Navarro, head of delegation and director of Jalisco's department of economy. Behind him are, left, Lorenzo Landeros, senior councilman from Guadalajara, and Ruben Rios Ahumada, chief of public relations for Jalisco. In top row are Guadalupe Gonzales Rubio, left, president of tequila industry association in Mexico and Victor Pesqueira, right, Mexican consul in Phoenix. The trade mission plus a Jaliscan state ballet troupe, Mexican artisans and handcrafts and an extensive exhibit of Mexican art added up to a Jalisco "fiesta."

Arizona greets Mexico mission at trade seminar

Jalisco State sends group; U.S. States plan fall response

A commercial delegation of government officials representing the Mexican federal government and the State of Jalisco, plus 30 prominent Jalisco and Mexico businessmen, conducted a nine-day trade mission in Arizona during "Fiesta de Jalisco en Arizona" in Phoenix and Tucson last month.

More than 30 Arizona business and civic organizations joined in sponsoring the event which Gov. Jack Williams lauded as an "opportunity to further establish long and lasting cultural and industrial relations between the people of the States of Jalisco and Arizona."

Coinciding with the fiesta was the first annual seminar, "Doing Business With Modern Mexico," sponsored by Arizona business and civic groups. It was held in Phoenix and attracted more than 200 Arizona businessmen.

The program treated the legal aspects of doing business in Mexico, government policy, institutions and attitudes; Mexico's current economy and needs; business opportunities and how to develop them; the bank and money market in Mexico; case studies of successful operations and general discussions on how to deal with special questions.

Among those representing Jalisco and Mexico in the various discussions were Juan Delgado Navarro, Jalisco's director of Department of Economy; Eliazar Santiago Cruz, secretary of the Federal Department of Agriculture and Cattle; and Siegfried Herkommer, director of Jalisco's Department of Promotion and Economy.

They were joined by other Mexican leaders in banking, manufacturing, agriculture, hotel management, the ceramic tile industry, machine tool manufacturers, cattle industry, shoe industry, tequila industry and other areas of commerce and industry.

Arizona, along with Colorado, New Mexico and Utah, already is planning to reciprocate with a month-long mobile trade mission to Mexico next November, visiting Guadalajara, Jalisco's capital city, Mexico City, and nine northwest Mexico cities.

UNIQUE AUDIO-VISUAL DISPLAY (above left) demonstrated Muskegon's bladeboring tools used in the oldest drilling machine available to show drill's advantages in any machine. Functions of semi-automatic drilling units is explained by Dumore Co.'s export sales manager Carl Miller (above at far right).

Sales over $4 million expected from LIEME

New U.K. representatives total 34; U.S. firms pleased with contacts

Spot sales of $579,950 and 12-month projections amounting to over $4 million were the results of U.S. participation in the London International Engineering and Marine Exhibition (LIEME) held in London, April 25-May 4.

The 40 American firms in the show also reported they had established 34 new agencies in the United Kingdom. The five U.S. companies new to the British market all established satisfactory representation.

With few exceptions, every exhibitor expressed complete satisfaction with the show based on sales results and the number of important contacts made.

Overall attendance at the exhibition was placed at 156,000, with 2377 overseas visitors. At the U.S. exhibit, where only those with a genuine trade interest in the products were counted, the attendance was 2555.

Miller Electric had contracted for the sale of their entire display by the end of the first day, and other firms experienced similar successes. J. C. Renfroe & Sons expect to sell over $140,000 worth of equipment to one customer alone.

The U.K. representative for Muskegon Tool Industries, Inc., reported that his office "is simply swamped with orders as a result of the show. It will take weeks to get caught up with the paperwork involved in sorting these out."

ELECTRIC MOTOR COMPONENTS are carefully examined by potential customers in foreground (above). British businessman learns about tungsten cutting tools (below) from Valeron Corp. representatives.

Fall Frankfurt show to feature latest in analytical instruments

U.S. manufacturers have chance to increase share of market; shortage of technicians creates demand for automatic recorders

Inspired by sales successes in U.S. export promotion shows in London and Milan, U.S. firms this fall will take another look into Europe's strong and demanding market for advanced analytical instruments.

German industry, university and government laboratories are combining their efforts to boost the output of national research, and reportedly spend about $5 million annually for the latest analytical instruments.

American makers of analytical instruments will go after this large market by showing their newest products in a special U.S. Department of Commerce exhibition at the U.S. Trade Center in Frankfurt, Sept. 4-8.

U.S. manufacturers supply from 50 to 60 percent of Germany's imported analytical instruments, according to data released by several leading American distributors. The Trade Center show is designed to help increase the U.S. share of this market.

Sales efforts of U.S. exhibitors in the show will be backed by a vigorous market development campaign already under way in West Germany and surrounding countries to attract buyers. An agency-finding service for firms not represented in the market or new to export also is in operation.

Market studies show that the Government of the Federal German Republic gives financial support for national research, enhancing sales prospects for U.S. manufacturers of analytical instruments.

Germany has about 350 commercial and industrial analytical research laboratories and more than 500 institutions attached to universities and technical schools that use analytical instruments in research and development activities. The Federal German Government also operates about 18 analytical research labs.

Spectroscopy, chromatography and other advanced analytical techniques are being used in German institutional and private analytical laboratories. German buyers are interested especially in automatic recording instruments, as qualified technicians are scarce.

Specific products with promising sales potential in Germany include spectrographs, spectrometers, spectrophotometers, spectroscopes, spectropolarimeters, spectrophorimeters, fluorescence-phosphorescence instrumentation, gas, liquid and thin-layer chromatography instrumentation, and related equipment.

U.S. makers of analytical instruments and laboratory apparatus have been especially successful at selling abroad through the Commerce Department overseas commercial exhibitions program.

For example, 46 U.S. firms in a show at the London Trade Center in December 1965 have done $856,000 worth of new export business in the United Kingdom as a result of the show. The four exhibitors seeking overseas representatives have signed one agent each to handle their products.

U.S. companies interested in taking part in the Frankfurt exhibition may obtain more information from the Bureau of International Commerce (code 928), U.S. Department of Commerce, Washington, D.C. 20230 (Phone: Area Code 202, WOrth 7-3957), or from any of the Department's 42 Field Offices.

Business aircraft to be shown at Belgian aviation exhibition

American aircraft and airplane support equipment manufacturers have been invited to participate in the first International Aviation Show at Charleroi-Gosselies Airport, Belgium, Sept. 2-10.

The show's aim, according to the organizers, is to promote general and business aviation at the airport, which is located close to Brussels and boasts concrete runways and complete navigational and communication aids. U.S., French, British, Italian, and Belgian manufacturers have already signed up to show their latest business aircraft at the show.

Seven of the show's nine days will be devoted to specific aspects of general aviation, such as business aviation, agricultural flying, helicopters, and sports aviation and gliders.

Write: Guy Denidder, 32 Rue du Monastere, Brussels, Belgium.

EXHIBITION BRIEFS *WORLDWIDE*

INTERNATIONAL OIL AND GAS HEATING FAIR, STUTTGART, GERMANY, Mar. 1-5. 445 exhibitors, from 13 countries. 19 AMERICAN EXHIBITORS, all represented by German agents or subsidiaries. Attendance 55,000, down slightly from 1966 total. Over 15% of visitors were from foreign countries as far away as Thailand and Japan. A survey of exhibitors by a German market research organization showed 90% well satisfied with results of their participation. Sales results about the same as in 1966, despite German business slowdown. Next fair, April 3-7, 1968.

INTERNATIONAL SALON OF HOUSEHOLD EQUIPMENT AND FURNISHINGS, PUTEAUX, FRANCE (outside Paris), Mar. 2-19. 1350 exhibitors, including over 300 from outside France. 22 U.S. PARTICIPANTS, both directly and through local agents, showing products from appliances to foodstuffs. Major kitchen appliances such as dishwashers and ranges, and small electrical utensils such as knives and scissors were among most popular items. Exhibitors considered sales results and new contacts good. Next salon, March 2-17, 1968.

INTERNATIONAL BOAT SHOW, STOCKHOLM, Mar. 8-19. 537 exhibitors, over half from outside Sweden, representing 20 countries. 85 AMERICAN FIRMS in the show, but most represented (frequently poorly) by Scandinavian agents. Qualified trade sources at the fair were confident that U.S. products are competitive in the market, and with better representation, good sales of pleasure boat engines, navigational equipment, and other accessories should be possible. Next show, March 1968.

INTERNATIONAL FAIR FOR HIGH PRECISION TECHNIQUES AND METROLOGY, ZURICH, SWITZERLAND, Mar. 9-14. 380 manufacturers from 15 countries in the show. 26 U.S. EXHIBITORS, showing a wide range of machine tools, gauges, measuring equipment, and precision instruments. Attendance over 12,000, almost all professional and technical men in the trade. American exhibitors and agents well satisfied with sales results in Switzerland, where U.S. tools are highly respected. Next fair, Jan. 20-Feb. 4, 1969.

Japan's imports rebound

Preparations for Expo '70 put economic spotlight on western regions

By LOUIS N. CAVANAUGH, JR.
Commercial Officer
U.S. Consulate General, Kobe-Osaka

A resurgent Japanese economy that has exceeded the $100 billion GNP level invites the attention of all American businessmen seeking overseas markets. Sharply increasing domestic demand is heightening the prospects for selling both capital and consumer goods in Japan. All indicators point to a substantial increase in imports in 1967 and beyond to meet this demand.

Moreover, Government and private investment in social and industrial capital are soaring in what is already the most industrially advanced and richest consumer economy in Asia.

Japan amazed the world by the herculean construction completed in Tokyo in preparation for the 1964 Olympics. Attention is now being focused on the Western Japan area, and the Japan World Exposition to be held at Osaka in 1970 (EXPO '70) is the target date for completing another major phase of Japan's development.

Planned projects

Japanese economic papers are filled with reports of plans for and work on new airports, superhighways, super-express rail lines, new housing, schools, sewage systems and the like—the whole vast underpinnings of a modern industrial society. Several American companies are already participating in these developments, one to the extent of designing and supplying the nuclear plant which will power the exhibits at EXPO '70.

There should be room here for many more export-minded U.S. firms.

American and Japanese business relations have already reached gigantic proportions. Last year Japan shipped nearly $3 billion worth of goods to the U.S. while the U.S. exported nearly $2.4 billion worth to Japan. The former was up 19.7% and the latter 12.3% above 1965. For 1967 these figures are expected to increase at an even more rapid rate.

The main items which U.S. exporters now supply the Japanese are foodstuffs, feeds, industrial raw materials and machinery, while they send us iron and steel, textiles and manufactured goods.

Despite Japan's preeminence in manufacturing, however, the experience of U.S. businessmen selling American industrial goods and techniques in Japan has been most heartening. It supports the view of Commercial Officers in Japan that an expanding market exists here for enterprising businessmen with quality goods—particularly now, when a vast investment program has just gotten underway.

ECONOMIC SPOTLIGHT IS SHIFTING TO OSAKA, host city for the Japan World Exposition (EXPO '70). Western Japan is an increasingly promising market for export-minded U.S. firms.

At the national level, the Japanese Government has plans for a $75 billion five-year program of social investment to bring the nation's public facilities up to the high level of its modern industrial facilities. This includes $4.5 billion for housing, $16 billion for roads, $3.3 billion for sanitation and pollution control, $3.6 billion for education and $4.6 billion for land reclamation.

Transportation will consume $8.6 billion, recreation and welfare $1.4 billion and telecommunications $6.9 billion.

An indication of the Government's intentions was provided by the 1967 fiscal budget, which included increases of 15.9% in public expenditures and of 17.8 percent for social investment and loan programs.

Private investment growing

Investment in the private sector of the economy is also surging ahead. The Government originally estimated that private fixed investment during fiscal 1967 would be 14.8% higher than last year. Industry's own plans, however, are reported to be much bigger.

The Japan Development Bank surveyed 1,324 firms which accounted for about 40% of gross domestic capital formation in 1965. Their plans for equipment in-

vestment this fiscal year were up 27% over last year, substantially more than the Government had estimated.

Recent equipment investment by key industries such as steel, automobiles and chemicals are already approaching boom conditions. And supplementing governmental and business investment, private investment in housing during fiscal 1967 is estimated at $6.8 billion, an increase of nearly 20% over fiscal 1966.

Trade Center shows popular

All this activity involves opportunities for alert American businessmen with sophisticated products to sell or license. The Japanese businessman and consumer are interested in the latest developments in all fields, as has been repeatedly indicated by record attendance at successive Trade Center shows in Tokyo. They welcome representatives of companies which can offer them items they need, and these needs are constantly expanding.

The social investment plans open vistas for American companies with new ideas and innovations in city planning, hospital, school, home and apartment construction, sewage disposal, air and water pollution control and transportation system development.

Business investment offers particular opportunities to suppliers of industries leading the economy: iron and steel, transportation machinery and chemical products. The latter two are particularly likely to flourish, offering opportunities to manufacturers of auto accessory and servicing equipment and to developers of new chemical products and techniques.

Studies prepared under the auspices of the Tokyo Trade Center indicate good markets for such diverse items as new building materials, industrial modernization equipment, specialized machine tool accessories, production equipment for the electronics industry, plastics processing machinery and graphic arts equipment.

The element common to all products likely to sell here is advanced technology. Japan's industrialists are automating their factories to offset rising wage costs, made inevitable by a growing labor shortage, and to strengthen their international competitive position. Also under active consideration are various business and Government initiatives for modernizing production facilities, to improve efficiency to the level believed necessary to meet the increased competition which is expected to result from the expanded foreign capital inflow when the Government liberalizes capital investment.

Expenditures for industry modernization were increasing even before the stimulus provided by the discussion about capital liberalization, and even now Japan leads most European nations in the number of electronic data processing computers used in industry.

At the consumer level, projected public and private housing developments will require new furniture and household equipment on a grand scale. Real consumer incomes continue to trend upward. In Sept.-Nov. 1966, for example, the average household spent 10.7% more than in the corresponding period of 1965.

A Government poll of 5,000 households this year showed that 8.3% planned to buy kerosene heaters during the first half of 1967, 6.4% planned to buy electric washers and 5.5% television sets, items that are already in general use.

Statistics compiled last year by the Economic Planning Agency showed that while 95% of all urban Japanese households have TV sets, only 16% have stereo phonographs, 18% have tape recorders and only 2% have room coolers.

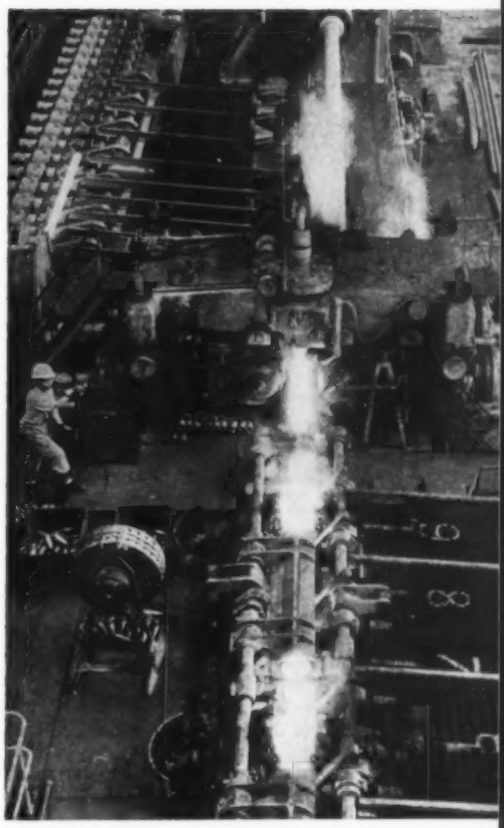
Rising incomes can be expected to stimulate demand for consumer products both wider in range and of higher quality, particularly for furniture and furnishings. Moreover, changing tastes associated with these expanding human wants are likely to turn increasingly to products of Western design, particularly for the household.

A truism applicable to all international traders is to study any foreign market thoroughly before trying to enter it. Japan in particular illustrates the need for businessmen to 'know your territory.'

Sources of market data

To obtain such information in the United States, a good starting point is the closest Department of Commerce Field Office. In Japan the place to begin is with the large and experienced commercial staff in the U.S. Embassy in Tokyo, the Commercial Officers in Kobe-Osaka and in Nagoya, and the American Consulates in Fukuoka and in Sapporo. All are prepared to offer a variety of useful services such as counseling on local problems and prospects, preparation of trade lists, trade contact surveys and World Trade Directory Reports.

The Embassy also distributes directly and through the above-mentioned posts 2,000 copies of a monthly *Commercial Newsletter* to readers in the Japanese business community. It is through this newsletter that the American businessman can bring information about his production to the Japanese market.



SUPPLIERS OF PRODUCTS FOR STEEL INDUSTRY have particularly good prospects for sales in Japan, due to heavy investments in basic industries. This is the Nippon Kokan seamless tube mill.

Particularly useful to American businessmen looking to Japan as a market for exports, or as a place for licensing or direct investment, is the Trade Center in Tokyo. It has had more than three years of successful experience in exposing American products to the local market. From the seven shows held in it annually, plus the in-between shows organized by private companies with Trade Center assistance, have come innumerable opportunities for sales, licensing and manufacture.

In addition, the Commercial Office of the Embassy provides direct assistance to trade missions, to participation in trade fairs, and in 1968 it will organize, in cooperation with the Department of Commerce, a very large America Week, which will run for two weeks at one of Tokyo's largest department stores.

All of these services have only one objective—to assist the American businessman achieve maximum success with maximum efficiency in this rapidly expanding world market.

$4 million World Bank loan to assist high-priority Senegal port works

Docks at Dakar to be improved for maximum cargo efficiency; important bunkering port will also have better access to quays

The World Bank has approved a loan equivalent to $4 million to the Port of Dakar Authority in Senegal.

With an area of 77,000 square miles, Senegal has a population of 3.4 million, which is increasing at an annual rate of 2.5%. Dakar, the capital, has a population of over 400,000 and its port facilities serve the whole country as well as land-locked Mali and Mauritania.

The loan will assist the extension of one of the piers and the reconstruction of two quay walls to improve berthing capacity and cargo-handling efficiency, and the dredging of various areas in the port to improve access to the quays. These are the most urgently needed works in the current four-year development plan for the Port of Dakar.

The Bank loan will finance the foreign exchange costs, and the remaining costs will be financed by the Port Authority from its own resources. Contracts for the work are being let on the basis of international competitive bidding.

The port is efficiently operated and well maintained. The improvements now to be undertaken are essential to provide for the increasing traffic. One of the quay walls to be reconstructed has collapsed and the other is in danger of collapse. The pier to be extended is the one that is operated as a free zone for Mali traffic. Dredging is necessary to deepen the water beside berths to accommodate the larger draft vessels now calling at port.

The port project will complement to a certain extent the railway projects for which credits were extended in September 1966 to Senegal and to Mali by the Bank's affiliate, the International Development Association, since the major part of the international traffic on the railways, including the greater part of the maritime trade of Mali, passes through the Port of Dakar.

Traffic between Senegal and Mali is regulated by several agreements including a free zone agreement providing transit facilities for Mali goods through the ports of Dakar and Kaolack. Expeditious handling of Mali traffic through Dakar, therefore, is essential.

The project will be carried out by the Port of Dakar Authority with the assistance of consultants. It is scheduled for completion by the end of 1969 at a total estimated cost equivalent to $6.9 million.

The Bank loan will be for a term of 15 years. The loan will be guaranteed by the Republic of Senegal. While the port and modernization program are basic infrastructural investments vital to the future economic development of Senegal, growth prospects are also highly dependent upon private foreign investment to develop the more immediately productive investment opportunities in the areas of agriculture and industry and upon foreign aid.

Senegal is basically an agricultural economy with an estimated GNP of $624 million and a per capita income of $200. Peanuts constitute about 80% of the countries foreign exchange earnings and priority in the Four Year Plan (1965-69) is given to the diversification of agricultural production including livestock. The Plan emphasizes the expansion of rice, sugar, cotton, fruits, vegetables and livestock both for domestic consumption and export.

Possibilities for investors

In industry, the Senegalese would welcome investments in the establishment of a small aluminum refinery for initial production of 6,000 tons; an iron scrap foundry with a 15,000 ton capacity; a tomato paste plant to start at 400 tons of concentrate, expanding eventually to 2,000 tons; a synthetic detergents factory; a glass factory with eventual capacity of 6,000 tons (present demand including Mauritania—4,000 tons); and metal household utensils and enamelware to be produced in quantities of 600 and 1,000 tons respectively.

Other manufacturing possibilities include textiles mills, margarine, glucose, meat canning, refrigerator assembly, the manufacture of dry cell and storage batteries, rubber products and plastics. There are also good prospects for a sardine cannery, laminated wood manufacture and a large fertilizer plant using local calcium phosphates.

Most foreign capital investment to date has been French. The United States has however interests in banking, petroleum exploration, refining and distribution, phosphates and the fishing industry. Senegal has a liberal investment code and an Investment Guaranty Agreement with the United States.

France is Senegal's traditional trading partner, accounting for about 80% of total exports (1965) valued at $128 million and about 75% of total imports (1965) valued at $164 million. French aid to Senegal is estimated at about $50 million annually.

U.S. exports to Senegal in 1966 were valued at $9.1 million, chiefly rice, cereal grains (PL-480 shipments), transport equipment and machinery. U.S. imports from Senegal are minimal, about half a million dollars in 1966, the majority of which was fresh fish. U.S. assistance from 1961 to June of 1966 totaled over $17 million, principally PL-480 shipments.

URGENTLY NEEDED DAKAR PORT WORKS will be contracted for through international competitive bids.

ROAD PROJECTS WILL ATTRACT INTERNATIONAL BIDDERS to improve the transport network in southwestern Kenya. This is Kisumu, on Lake Victoria.

Kenya development program goes forward as IDA approves loan

Two credits totaling $8.9 million will help to improve country's agricultural credit system, transportation network

The International Development Association, an affiliate of the World Bank, has approved two credits totaling $8.9 million to the Republic of Kenya which will continue the country's development program.

One credit, for $3.6 million, will help finance an agricultural credit program which will enable about 8,000 smallholders on some 80,000 acres of land in selected areas of Kenya to increase production of crops and animals and earn a substantial cash income.

The farm project will include loans for the initial supply and application of fertilizer, pesticides, improved seeds and planting material, for fencing, watering facilities, and farm buildings and for the provision of a limited number of graded milk cows raised in other areas of Kenya. Loans will also be made to qualified local contractors and farmers for the purchase of tractors and attachments which will be used for custom work on project farms.

The development program will require an investment equivalent to $53 million and involves the settlement of about 3,000 African families, the planting of an additional 44,000 acres in sugar cane to bring the acreage to 81,000 by 1971, the construction of two more sugar mills and the expansion of an existing one to raise milling capacity to 150,000 tons annually, and the building of a network of about 493 miles of roads. About 8,000 new jobs for farmers will be created.

Through better managerial and agricultural techniques, cane yields are expected to rise from 16 tons an acre in the past to 20 tons or more in later years. As a result, sugar cane production will triple to 1.6 million tons by 1973. About two-thirds of the additional sugar cane will be grown by African farmers who, for the first time, will begin to produce for the market.

Most of the elements of the program are well under way: about half the settlement has already been executed; sugar cane plantation is proceeding according to plan; one of the new factories recently began operations and construction on the other has been started.

The other credit, amounting of $5.3 million, will assist in financing the construction of 269 miles of roads to serve the transportation needs of a sugar cane growing area and cane processing factories in southwestern Kenya near Lake Victoria, and the engineering of a further 240 miles. The project is an integral part of a regional development program whose purpose is to make Kenya self-sufficient in sugar and provide employment in a heavily populated, depressed area.

International competitive bidding will be held for the road project. The overall success of the development program is tied to this project. The sugar cane areas are now served by an insufficient number of low-standard gravel and earth roads on which traffic is difficult; during the rainy season the roads are often closed.

The project consists of the detailed engineering and construction of 269 miles of roads; 41 miles of bituminous-surfaced and 4 miles of gravel-surfaced main roads; 118 miles of feeder roads and 106 miles of field access roads, both types of which will be gravel-surfaced. The project also includes the detailed engineering of an additional 240 miles of the three types of roads, to be constructed in a later phase.

The roads to be built now will be in areas close to the factories and in which agricultural development has already proceeded to an advanced stage. The roads in the next phase will cover more outlying areas where in some places agricultural development has not yet started.

The project is scheduled for completion in mid-1969 at a total cost estimated at $7.8 million. The IDA credit will cover the foreign exchange requirements and the remaining costs will be met by the Government of Kenya. Execution of the project will be the responsibility of the Ministry of Works, with its Roads Branch in charge of administration.

Consultants will be retained to assist in the engineering work and to supervise construction of the roads.

Indonesia levies surcharge taxes on some imports in effort to aid local output

Stagnating domestic industries will get relief from new measures providing added levies of up to 100% on imports; some sales taxes cut

The Indonesian Government has placed a surcharge on imported products competitive with local manufactures in an effort to increase its domestic industries' badly lagging output. Relief from certain sales taxes is also being provided. While these measures will probably provide protection to some inefficient operations and may not be continued on a long-term basis, the government considers the move justifiable on the grounds that additional production incentives are needed.

A surcharge of 100% of current import duties will be levied on approximately 30 items, including various kinds of textiles, tires, matches, kitchen and household equipment. A surcharge of 50% will be imposed on other imported goods, primarily textiles and cement. Certain yarns and textiles, not previously subject to customs duty, are liable to a surcharge of Rp. 10 or Rp. 15 per dollar.

The new measures are subject to formal approval by the Presidium, but meanwhile the Minister of Finance has directed that the increased duties be collected in the form of a "guarantee" effective April 10. When the Presidium's formal approval is given and translations made available, a complete listing of items subject to the new surcharges then may be obtained from the Far Eastern Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Theoretical refunds

Most domestic trade transactions in Indonesia are subject to sales taxes. In theory, refunds are granted for goods which are later exported but in fact, the taxes have increased the costs in industries which produce for export as well as in those which produce for local consumption.

The sales tax has now been reduced to 10% for 15 commodities produced for export, including rubber produced by small holders, pepper, mace, resin and copal, cinchona bark, nutmeg, cinnamon, oilseeds, and rattan.

It also has been cut to 10% for 21 other commodities, most of which are produced and consumed domestically, such as various textiles, footwear, cement, cooking oil, and other consumers items.

No sales tax will be levied on nine additional items important for domestic consumption and export including cassava, sweet potatoes, tea and tobacco leaves, sugar cane, and coconuts.

Imports affected

Numerous changes have also been made in regulations affecting imports. The base for assessment of duties was increased from Rp. 75 per dollar to Rp. 90 per dollar effective April 3 and is to be valid through July 3, 1967. This change brings the import duty exchange rate closer to the B.E. (export bonus) rate applicable to most trade transactions.

While this regulation will increase significantly import costs, the increase will be offset by abolishing the requirement that 50% of customs duties be paid in advance. A Presidium decree of March 17, 1967, provides that all duties will now be paid at the time the imports enter Indonesia. As a result of this regulation, savings on interest paid to banks will compensate importers for the increase in the import duty exchange rate.

The cost of importing goods with special export bonuses issued by the central bank for the use of foreign credits (Export Bonuses-Credit) has also been reduced. Effective as of March 28, payment for export bonuses to be used for the import of non-consumption goods financed by foreign government credits may be partially postponed. Payment of 75% of the price may be delayed until 14 days after notification that the import documents have arrived For raw cotton, fertilizer, and spare parts for vital transportation, 90% of the payment may be postponed. Because of the high cost of financing imports—15% to 20% per month for non-bank loans—these moves should significantly reduce the cost of importing the goods affected.

Goods imported under Export Bonuses-Credit also have benefited from a preferential export bonus (B.E.) rate. Export Bonuses-Credit for use under the Dutch, Indian and West German credits have been made available by the central bank at Rp. 90 per U.S. dollar compared to the open market B.E. rate of Rp. 110 per U.S. dollar on April 27.

These changes should be noted in OBR 65-3, *Foreign Trade Regulations of Indonesia.*

Iran relaxes earlier measure on imports

The Central Bank of Iran, in several announcements in April, stated that prior permission of the Ministry of Economy would not be required for the importation of the following items:

Wines, vermouth, and spirits of all kinds except in barrels; passenger cars; mechanical pumps for deep well and motor pumps; detachable parts of motorcycles except body, ring, petrol tanks, mudguards and steering wheels; steam boilers and turbines; and a long list of industrial and productive machinery.

This announcement represents a partial relaxation of the earlier measure (INTERNATIONAL COMMERCE, April 10).

Further details have now become available on the specific items on which the Commercial Profits Taxes were raised in the import policy for the period Mar. 21, 1967-Mar. 20, 1968.

For information on specific items, **write:** Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Colombia adds surcharge, exempts LAFTA imports

Colombia has added a second surcharge of 1½% on the c.i.f. value on imports in general, and has exempted imports from LAFTA members from both this and the previous 1½% surcharge enacted under Decree 444. The effect is to extend by 3% the differential between non-LAFTA *and* LAFTA imports.

The new surcharge, in Decree 688 of April 20, 1967, is intended to compensate for tax revenue lost under the coffee tax reduction established under Decree 444.

These changes should be entered in OBR 66-2, *Foreign Trade Regulations of Colombia,* under "Customs Surcharges."

Rep. of South Africa announces new quotas on imports

Allocations on most items raised in second round of 1967 quotas

The Government of South Africa has announced a second round of import quota allocations for 1967. The import quotas on certain consumer goods, including textile piece goods, milled rice, and fertilizer, have been increased from 110% of the 1964 base allocation to 120% of that base. Other consumer goods, including electrical and household equipment, fabrics, and agricultural equipment, have been increased from 60% to 70% of that base.

Permits for engineering requirements (excluding machinery and other capital goods) and merchants' raw materials have been increased from 115% to 125% of the 1964 allocation. No further allocations for importation of capital goods are being authorized pending a study of industrial needs and a planned industrial licensing system. Permits for the importation and stockpiling of strategic goods will continue unchanged.

The balance of outstanding import quotas under existing permit applications will be granted immediately.

As an encouragement to new importers and in the interest of increased competition, import awards have been increased from 6,000 Rands ($8,400) in value to 7,500 Rands ($10,500) for retailers and from 10,000 Rands ($14,000) to 15,000 Rands ($21,000) for wholesalers. Furthermore, a more flexible attitude toward additional allocations, depending on demand, is being adopted.

These allocation increases constitute the second round and total of import quota allocations for 1967. The South African Government has announced that there will be no third round this year.

Australia sets licensing controls on vehicle imports

Effective April 21, Australia imposed import licensing controls on the entry of used or second-hand four-wheel drive vehicles excluding public service type passenger vehicles. The reason given for this action was the increase in imports of second-hand military disposal four-wheel drive vehicles which were being offered for sale in Europe at low prices.

Other items which continue to be subject to licensing controls are: second-hand or disposal earthmoving, excavating and materials handling equipment and parts therefor; and aluminum and alloys, unwrought, and scrap.

Australia sets duties on some fibers

Levies to be applied temporarily, applicable to imports from U.S.

The Australian Government, to protect local manufacturers, has imposed temporary sliding-scale duties on staple fiber, tow, yarns, tire cord and tire cord fabric, of certain manmade fibers.

The temporary duty increases apply equally to the general duty (applicable to imports from the United States) and to the preferential rate (applicable to imports from certain Commonwealth countries).

The following items listed in the Australian Customs Tariff are affected by the temporary duty levies:

- Discontinuous man-made fibers of polyamides, item 56.01.910, and continuous filament tow of polyamides, item 56.02.100: Temporary ad valorem duty is 35% plus a further temporary duty equal to the amount, if any, by which the f.o.b. value of the imported product is less than A$0.60 per pound (A$1=U.S.$1.12).
- Raw yarns, wholly of, or of which not less than 50% by weight of the man-made fibers is continuous filament polyamide fibers, items 51.01.992 and 51.01.-993: Subject to a general ad valorem duty of 12½% (preferential rate—free) plus a temporary duty of A$0.15 per pound and a further temporary duty equal to the amount, if any, by which the f.o.b. value of the imported product is less than the following: (a) in case of yarns of 40 denier and finer, A$1.75 per pound less A$0.02 per denier, (b) in case of yarns over 40 denier, A$1.05 per pound less one quarter of one cent per denier.
- Continuous filament yarns (other than raw yarns) wholly of, or which not less than 50% by weight, of the man-made fibers is polyamide and polyester fibres, items 51.03.991 and 51.03.992: Subject to a general ad valorem duty of 12½% (preferential rate—free) plus a temporary duty of 35% ad valorem on yarns, single or multiple ply, in which any single ply is 40 denier or finer, and a temporary duty of A$0.40 per pound on "other."
- Tire cord and tire cord fabrics of man-made fibers, items 51.04.21 and 59.04.29: Subject to a duty of A$0.20 per pound, or, if higher, 20% ad valorem (preferential rate—A$0.175 per pound) plus a temporary 10% ad valorem duty.

The new temporary duties became effective Apirl 14.

Industrial licensing revised by India

Three industry listings are core of policy for new fiscal year

India has issued a revised industrial licensing policy covering Indian fiscal year ending March 31, 1968. It represents the results of a periodic review undertaken by the Indian Government of the capacities of different industries to meet both domestic and export demands.

The core of the policy consists of three industry listings. The first two (banned) lists set forth a total of 216 industrial classifications for which applications for licenses will "ordinarily be rejected without reference to the Licensing Committee." (The second is a new, separate listing of 47 industries exclusively reserved for the small-scale sector.) Under the third (merit) list of 46 industrial classifications, applications for licenses will be considered on their individual merits.

All three lists are essentially illustrative. Applications for industrial licenses for products not included in the merit list or those covered by the banned lists will be considered if local manufacture of the products will contribute significantly to the earning of foreign exchange.

Copies of the lists are available on request from Near East-South Asia Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Licenses offered U.S. firms by German, French and Austrian manufacturers

Foreign producers want production, distribution of their items which include contour-style bed sheets, polishing machine, wafers

German, French and Austrian firms seek U.S. licensees to produce and distribute a contour style bed sheet, a polishing machine for use in concrete and other surfaces and a broad line of wafers.

To obtain further details concerning these products and the names and addresses of the manufacturers write the Bureau of International Commerce, Office of International Investment, code 874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity assigned below.

• A German company is interested in finding a U.S. licensee to manufacture its patented polishing machine. The electrically operated machine can be used for smoothing and polishing newly installed concrete, asphalt and plastic surfaces, particularly flooring and airport runways. By utilizing the special brushes and metal discs that come with the machine, a smooth, even, non-porous finish can be achieved on a surface. It is claimed by the manufacturer that this machine can do the work of three men. It is easy to operate, handle and maintain. The German firm states it is the only machine that satisfactorily polishes high quality plastics. **File 1503.**

• A license is offered a U.S. firm by an Austrian manufacturer of wafers and decorative flowers for bakeries and confectioners. The Austrian concern's products are made of potato, corn, and wheat flour, plus various fats and oils. According to the manufacturer, its wafers can be stored indefinitely at normal temperature in dry rooms. **File 1504.**

• A French company seeks a U.S. licensee to manufacture its patented contour type bed sheet.

According to the French manufacturer, the sheet not only fits snugly around a mattress, but has the added advantage of being as flat as any standard sheet for washing and ironing. This is accomplished by skillfully placed buttonholes on the four corners and use of small plastic stays.

Due to its design, the sheet can reportedly be adjusted within limits to the size of almost any mattress by changing the fold at the angles which correspondingly changes the perimeter of the sheet to give maximum fit. After the corners of the sheet are folded, it can be pulled over the mattress, requiring no lifting. The producer claims this is an important feature when handling heavy spring mattresses.

There is less labor involved in producing the French contour sheet than a standard U.S. style contour sheet, according to the manufacturer, and that less material is required in the French sheet. In France, the total time required for all manufacturing operations, including folding and packing, is 30 minutes, utilizing a standard sewing machine. Four stays made of unbreakable polyethylene, which can be boiled, are supplied with each sheet. **File 1505.**

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

U.S. firms invited to investigate nickel potential in Indonesia

Joint venturers would assume initial prospecting expenses

Government of Indonesia mining officials recently informed representatives of eleven foreign embassies including the U.S., that interested foreign firms are invited to investigate the possibilities of nickel mining in various areas of Indonesia.

There is limited geological information concerning the size and scope of these nickel deposits. Interested companies must be prepared to assume all initial prospecting costs.

If sufficient quantities of ore are located to justify commercial mining operations, companies would be asked to submit proposals. According to material released by Indonesian Government officials, either joint venture arrangements or work contract proposals would be acceptable. The form and provisions of any agreement is open to negotiation. An investor, however, would have to agree to undertake the construction of a processing plant, and power and other necessary facilities involved in the project.

Interested U.S. firms are requested to send representatives to Djakarta for individual discussion with Indonesian officials between June 5 and 15. At that time, those companies displaying definite interest in the program would be furnished with available geological material and shown those areas where commercial quantities of nickel ore may exist.

Preliminary prospecting and the submission of proposals are to be completed by Oct. 30. Indonesian officials stated they are sending invitations and other information directly to those firms which have already indicated some interest.

To obtain additional information about this opportunity U.S. firms should call or wire: John B. Breen, Bureau of International Commerce, Office of International Investment, 872, Department of Commerce, Washington, D.C. 20230. (Area Code 202, WO 7-5367.)

U.S. licensing link sought by Brazilian firm for dry freezing

A Sao Paulo refrigerator manufacturer is interested in negotiating a licensing arrangement to manufacture dry freezing machinery and equipment with an experienced U.S. producer. The Brazilian firm is prepared to equip its plant with any special machinery needed for the purpose and is prepared to discuss mutually acceptable terms with the U.S. licensor.

The Sao Paulo firm makes gas, electric and kerosene household refrigerators. It is also an importer of thermostats and gas burners and a wholesaler of gas bottles and tanks made by an associated company. The firm has installations in the industrial district of Agua Branca and branches in Belem, Rio de Janeiro, Recife, Porto Alegre, Salvador and Belo Horizonte.

While aware that imported dry freezing machinery and equipment would have a favorable market, the Brazilian firm points out that locally made equipment, apart from pride in home manufacture, would avoid the complications of importing spare parts and permit a Brazilian firm to pioneer in educating the public to the advantages of dry-frozen products.

U.S. firms interested in exploring this proposal may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits. An English language copy is available without charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For further details concerning the licensing opportunity **write:** Industria Brasileria de Embalagens S.A., Rua Clelia 93, Caixa Postal 5659, Sao Paulo, Brazil. Attention: Mr. Marcos Vidigal Xavier de Silveira. WTD.

Danish firm wants licenses to manufacture chemicals

A Copenhagen manufacturer of flavoring extracts for the food industry seeks to expand operations through licensing arrangements with U.S. firms. The Danish company is interested in producing: (1) Herbicides and other chemicals for inhibiting plant growth; (2) enzymes, catalysts, amino acids, and raw materials for chemicals for the food processing industry and; (3) foam and bubble controlling agents for the paint and paper industries.

To obtain further information interested U.S. firms should **write:** A/S Einar Willumsen, 57 Studiestrade, Copenhagen K., Denmark. WTD.

Belgian firm seeks licenses to make electronic and electro-mechanical equipment

Located in Antwerp, this leading producer of telecommunications equipment seeks licenses for the manufacture of electro-mechanical components and equipment, tools, test equipment and machines for electronic and electro-mechanical equipment.

Established in 1882, the Belgian concern was the European pioneer in telephone and telegraph equipment. Currently six main product line divisions are responsible for the manufacture of switching systems, line and radio transmission apparatus, industrial products, automation systems, components, and consumer products.

In addition to this wide range of telecommunication equipment, the firm also makes audio systems, mail handling equipment, vending machines, radio and television receivers, and refrigerators and freezers. The Antwerp firm employs approximately 12,000 persons in 9 Belgian plants. The majority of its production is exported to 60 countries situated all over the world.

To obtain further details interested U.S. firms should **write:** Bell Telephone Mfg. Co., 1 Francis Wellesplein, Antwerp, Belgium. Attention: Mr. M. Yse-wijn, Assistant to the Director, Technical Division. WTD.

Iranian firm wants to make anti-freeze for automobiles

A Tehran importer of chemical products seeks a joint venture to establish a plant for the manufacture of anti-freeze for automotive vehicles.

Interested U.S. firms can obtain additional information by contacting: Khoshkeh & Foulad, S.A., Bohler Bldg., Khayjam Ave., Tehran, Iran, WTD.

Swiss drug firm wants to broaden its line through U.S. contact

A Swiss manufacturer of prescription and proprietary pharmaceutical products seeks licensing proposals from U.S. manufacturers of pharmaceutical specialties.

The company has been engaged in manufacturing for two years and is interested in broadening its line. While it does not perform its own wholesaling operations, it has a network of sales agents and representatives in some 35 markets in Europe, the Middle East and Africa.

Interested firms should **write** directly to: Cimex AG, Auf dem Wolf 32, 4000 Basel, Switzerland. Attention: Mr. W. Nordemann, Director. WTD.

Italian industrial press manufacturer seeks license and offers own line

Located near Turin, this established manufacturer of industrial presses seeks a cross licensing arrangement with a U.S. firm. The Italian company seeks a license to make hydraulic and mechanical presses and offers its line of special machinery to a U.S. manufacturer.

Major customers of the Turin firm include the Italian automobile industry and household appliance manufacturers.

The Italian concern is also interested in representing a U.S. producer of presses as an agent in Italy and the Common Market.

Write: Emanuel Presse S.p.A., 36 Corso Roma, Moncalieri, (Turin), Italy. WTD.

Argentine cracker firm proposes expansion venture

A Cordoba manufacturer of crackers, cookies and biscuits planning on expansion of operations is interested in discussing a joint venture arrangement with a U.S. firm or individual experienced in the industry.

According to the firm, it is the largest of its field in the interior of Argentina, has a modern, unencumbered plant, and markets a prestige branded product.

Write: (Preferably in Spanish) Fabrica de Galletitas, Ayacucho 1213, Cordoba, Argentina. WTD.

World Trade Opportunities Continued to page 36

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon reecipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

NETHERLANDS—Fresh and frozen meats, variety meats; poultry and poultry parts. Cevema Rotterdam N. V. (importer, exporter, wholesaler, agent, commission merchant), 44 Mansdalestraat 44, Rotterdam-14. WTD 12/14/66.

203 Canning, preserving food

KUWAIT—Canned vegetables. Direct purchase and agency. Turkait Supermarket (importer), P.O. Box 840, Kuwait. WTD 4/26/66.

PANAMA—Canned apple and grape juices, fruit cocktail, pears, dried raisins. Direct purchase and exclusive agency. Representaciones Tita, S. A. (importer, wholesaler, agent), P.O. Box 345, David, Chiriqui, R. P. WTD 5/67.

207 Confectionery

NETHERLANDS—All kinds of sugar and chocolate confectionery. Agency and direct purchase. Pervasco N. V. (importer, wholesaler), 64 Julianalaan, Roermond. WTD 10/18/66.

232 Men's, youths', boys' furnishings, work clothing

NETHERLANDS—Men's, boys' underwear. Direct purchase and exclusive agency. N. V. Textielhandelsonderneming Inter-fashion (importer), 38 Kerkhoflaan, Zwanenburg. WTD 5/11/67.

Men's, boys' outerwear such as jackets, sweaters, other types of sports, leisure wear. N. V. Textielhandelsonderneming Inter-fashion (importer), 38 Kerkhoflaan, Zwanenburg. WTD 5/11/67.

262 Paper mills, products

● **CEYLON**—1,500 tons white newsprint in 500 sheet reams, 22½" x 35", with a basis weight of 50/52 grams per sq. m. Shipment of 300 tons each in Aug., Sept., Oct., Nov., Dec., 1967, c&f Colombo. Samples in duplicate to be sent before tender closing. Bid deadline June 9, 1.400 hrs. Written offers to be marked "Tender for supply of newsprint." Chairman, Eastern Paper Mills Corp., 35 McCarthy Rd., Colombo 7. (Cable EPEMCORP).★ (Telephone: 202-WO 7-3530).

GERMANY—Unbleached kraft paper, approximately 10,000 metric tons. Direct purchase and agency. Juergen W. Langheck (sales agent, importer), 73 Esslingen a. Neckar, Ulmer Strasse 34. WTD 5/67.

263 Paperboard mills, products

GERMANY—Unbleached kraft liner board, approximately 10,000 metric tons. Direct purchase and agency. Juergen W. Langheck (sales agent, importer), 73 Esslingen a. Neckar, Ulmer Strasse 34. WTD 5/67.

264 Converted paper, paperboard products

AUSTRIA—Tear-proof envelopes for mailing of documents; mailing bags and boxes with affixed address cards, related products. Direct

Japan calls for bidders on Kobe Expressway

Contractors to be experienced in steel bridge construction

The Hanshin Expressway Public Corp. is accepting international bidding on an additional section of the Kobe Expressway. Brief outline of the project is as follows: located between 1-chome, Minamihonmachi dori, Fukiai-ku and 1-chome, Iwayaminami-cho, Nada-ku, Kobe city; total length of approximately 1,700 m, and four lanes in width; comprising approximately 60 simple composite 1-girder bridges, 1 three span continuous box girder bridge, six 1 span rigid frame steel piers, and nine T-type steel piers.

Contractors interested in bidding are to notify the Contract Section of the Hanshin Corp., Kawaramachi Bldg. 71, 5-chome, Kawara-machi, Higashi-Ku, Osaka, Japan, or the American Embassy in Tokyo for information regarding prequalification. Only those prequalified and designated contractors who are nationals of one of the member nations of the World Bank or of Switzerland with experience and ability in steel bridge construction will be invited to the bidding.

Application for prequalification must be submitted to the Corporation before July 7.

One copy of a document entitled, "The Procedure for Preparation of Documents Concerning the Prequalification of those Who Desire to Participate in International Bidding for Kobe Expressway", is available on a loan basis from the Building Materials & Construction Industries Div., BDSA, Rm. 4014, U.S. Dept. of Commerce, Washington, D.C. 20230, and another copy is available for review only at the above address. (Telephone: 202-WO 7-4272.)

Malaysia seeks to buy communication equipment

Government specifies builders must be properly prequalified

The Director General, Telecommunications Dept., Gov't of Malaysia, has issued a tender for microwave and coaxial cable in conjunction with Kuantan, Kuala Trengganu, Kota Bahru Microwave Scheme.

Bid deadline is June 27—10:00 a.m.

Bid should offer radio terminal equipment six ghz frequency band, parabolic dish antennas and associated waveguide; repeater station equipment six ghz with parabolic antennas and waveguide; 150 ft. & 200 ft. self-supporting towers, coax cable and amplifiers—connecting exchange to sites. Dual prime engine generator 230v single-phase 50 hz, 50 kva with fuel tank. Complete with test equipment, spare parts and handbooks.

Copies of tender announcement and specifications are available from the Dir. Gen., Telecommunications Dept., Gov't of Malaysia, Kuala Lumpur, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-2328).

purchase and agency. Minitek, Feinmechanische Produkte (importer, exporter, manufacturer), Draschestrasse 31, A-1232 Vienna. WTD 9/21/66.

266 Building paper, building board mills

NETHERLANDS—Building materials such as ceiling tiles, roofing board. Agency and direct purchase. C. van Opstal N. V. (importer, exporter, manufacturer), Beneluxstraat 1, Oisterwijk. WTD 9/21/66.

281 Industrial chemicals

DENMARK—Lactuose, a.k.a. Bifiterlose, for food processing industry; two tons per shipment; annual consumption: six to eight tons; cordierite granular, a.k.a. iolite and dichroite; scale of hardness: 7-7½; specific gravity: 2, 6; 20 tons per shipment; c.i.f. Copenhagen. Prefers natural Cordierite granular. Handelshuset Vilhelm Hansen's Eftf. (importer, wholesaler, distributor), 17 Carl Jacobsensvej, Copenhagen-Valby. WTD 4/67. Cable: Handelsvilhelm.

● **IRAQ**—Laboratory chemicals and auxiliaries, 120 in all, in various quantities, for secondary and intermediate schools. Tender No. 8/67, bid deadline July 23. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2067).

PORTUGAL—Carbon disulfide, methyl bromide, other fumigants. Soprem—Sociedade de Preservacao de Madeiras, S.A.R.L. (wood treating industry), Av. Antonio Augusto de Aguiar, 165 r/c, Lisbon. WTD in preparation.

SURINAM—Industrial organic chemicals, pesticides, other synthetic organic agricultural chemicals. Dalmas-Samson Agencies (importer, wholesale distributor), Herrenstraat 6, P.O. Box 826, Paramaribo. WTD 5/9/67.

283 Drugs

NEW ZEALAND—Pharmaceutical preparations for prescription by medical profession, ampoules, tablets, capsules, ointments, medicinal powders. Sole representation. Mr. A. V. Beckett, Managing Director, Elliott, Beckett & Co. Ltd. (importer), P.O. Box 989, Auckland 1. WTD 5/67.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Hair preparations, high quality dyes, rinses, tints, especially those used in beauty salons. Direct purchase and agency. Savoy Salon Supplies (importer, distributor), 86 Foley St., Darlinghurst, N.S.W. WTD 5/67.

287 Agricultural chemicals

SURINAM—Insecticidal, fungicidal preparations, formulations primarily for agricultural use. Dalmas-Samson Agencies (importer, wholesale distributor), Herrenstraat 6, P.O. Box 826, Paramaribo. WTD 5/9/67.

306 Fabricated rubber products

ECUADOR—Toys, rubber. Direct purchase and exclusive agency. Comercial Fiore S.A. (importer), P.O. Box 1162, Guayaquil. WTD 4/67.

307 Plastic products

GERMANY—Synthetic shoe findings and related materials for shoe industry. Direct purchase and agency. Ernst Weidmann KG (wholesaler, agent), 7150 Backnang/Wuertt., Postfach 21. WTD 5/67.

NETHERLANDS—Plastic building materials for use in home and factory building, furniture industry. Agency and direct purchase. C. van Opstal N.V. (importer, exporter, manufacturer), 1 Beneluxstraat, Oisterwijk. WTD 9/21/66.

311 Leather tanning, finishing

GERMANY—All types of cattle, calf leather, such as sole, upper and lining, including tanned split leather. Direct purchase and agency. Ernst Weidmann KG (wholesaler, agent), 7150 Backnang/Wuertt., Postfach 21. WTD 5/67.

313 Boots, shoe cut stock, findings

GERMANY—Shoe findings including ready made soles and heels, zippers, self-adhesive tape, shoe linings, uppers of nylon fabric, insole material. Direct purchase and agency. Friedrich Haueisen KG (agent, distributor, exporter), 7 Stuttgart 1, Tuebinger Strasse 25. WTD 5/67.

321 Flat glass

IVORY COAST—Grey colored glass of 39 inc. 10 mm, 21,500 sq. ft. 2000m2 cut to builder's specifications or 27,000 sq. ft., 2500m2 in standard sheets to be cut by builder. Requests specifications, cif price, patterns. Requests replies in French. SOCIPRA (Societe Industrielle de Peintures et de Ravalement) (importer), B.P. 861, Abidjan. WTD 5/5/67.

322 Glass, glassware

IRELAND—Glassware, domestic. Thomas Lenehan & Co., Ltd. (importing distributor), Capel St., Dublin 1. WTD 2/67.

329 Abrasives, asbestos, nonmetallic mineral products

NETHERLANDS—Building materials such as acoustical board, tiles. Agency and direct purchase. C. van Opstal N.V. (importer, exporter, manufacturer), Beneluxstraat 1, Oisterwijk. WTD 9/21/66.

335 Rolling, drawing, extruding of nonferrous metals

● **IRAQ**—Solder 60 percent lead, 40 percent tin in 400 mm. rolls—10mm. thick. Zinc cups, 13.4 x 4 mm. Also want suppliers for other items to produce dry batteries, such as carbon rods, tinned copper wire, sockets and linen thread. Bid deadline July 8. Tender numbers 67/PROD/4/1-2. Contact M. T. Kashmoula, Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St., N.W., Washington, D.C. for additional information.

● **SUDAN**—The Republic of the Sudan has asked for bids by June 8 for the supply of underground cables—contract number 214. The bid is for 47,000 yds. with a general description heading—telephone cable paper core unit twin type lead sheath—Alloy B, to P & T specifications. The tender reads that early delivery will influence the selection therefore a firm quotation of delivery date is essential. Interested firms may obtain copies of tender announcement and specifications from the Sudan Gov't Purchasing Agent, Sudan Embassy, 3-5 Cleveland Row, St. James, London, SW1, England, or on a short term loan basis to firms located in the United States from the Copper Div., BDSA 638, U.S. Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4717).

339 Primary metal industries

GERMANY—Nonferrous metals of all kinds, nonferrous metal containing scrap and residues. Requests price quotations c.i.f. Rotterdam. Requests replies in German. Direct purchase and agency. Metallhuettenwerke Schaefer & Schael AG (manufacturer, wholesaler, importer, exporter), 6 Am Fallhammer, 4 Duesseldorf-Hafen. WTD 4/17/67.

342 Cutlery, hand tools, general hardware

AUSTRIA—Marine hardware, other accessories for barges, boats, ships. Schiffswerft Linz Aktiengesellschaft (ship building, repairing), Hafenstrasse 61, POB 45, A-4010 Linz/Donau. WTD 11/21/66.

IRELAND—Garden tools, all types. Thomas

Lenehan & Co., Ltd. (importing distributor), Capel St., Dublin 1. WTD 2/67.

346 Metal stampings

IRELAND—Kitchen utensils, hand tools. Thomas Lenehan & Co., Ltd. (importing distributor), Capel St., Dublin 1. WTD 2/67.

Cooking utensils, all types. Thomas Lenehan & Co. Ltd. (importing distributor), Capel St., Dublin 1. WTD 2/67.

351 Engines, turbines

IRAN—Diesel motor units with clutch and radiator for water well drilling; H.P. ranging from 70 to 200 with 1000 to 1500 R.P.M. Sherkat Nesbi Jamshid Rayati & Co. (importer) 337 Ferdowsi Ave., Tehran. WTD 5/9/67.

352 Farm machinery

IRELAND—Garden and golf course mowers, tools. Thomas Lenehan & Co., Ltd. (importing distributor), Capel St., Dublin 1. WTD 2/67.

353 Construction, mining, materials handling machinery, equipment

● **INDIA**—The Govt. of India is seeking bids for the supply of one crushing, screening, wagon loading and ore handling plant to be installed at No. 5 deposit of Bailadila Iron Ore Project, Dist. Bastar, Madhya Pradesh.

Tender documents are available from Accounts Officer, National Mineral Development Corp., Ltd., New Industrial Township, Faridabad, Haryana, for approximately $38.00. Bid deadline is August 2.

354 Metalworking machinery

● **INDIA**—One center hole precision grinder, Tender No. BEML/KCP/EQP/121-67/EB (I.S.M. Ref. No. D/ENQ/2278), bid deadline June 7; automatic keyway milling machine, Tender No. BEML/KCP/EQP/123-67/EB (I.S.M. Ref. No. D/ENQ/2279/), bid deadline June 7; oil groove cutting machine, Tender No. BEML/KCP/EQP/124-67/EB (I.S.M. Ref. No. D/ENQ/2281), bid deadline June 7; jig boring and milling machine, Tender No. BEML/KCP/EQP/125-67/EB (I.S.M. Ref. No. D/ENQ/2282), bid deadline June 7; automatic screw cutting machine suitable for cutting metric, whitworth, and special pitch threads, Tender No. BEML/EQP/127-67/EB (I.S.M. Ref. No. D/ENQ/2284), bid deadline June 5. Global procurement. Purchase Mgr., Bharat Earth Movers Ltd., Hindustan Aircraft P. O., Bangalore 17.

Copies of complete tender documents may be obtained free of charge, from the India Supply Mission, 2536 Massachusetts Ave., N.W. Washington, D.C. 20008.

IRELAND—Tools, hand, home workshop. Thomas Lenehan & Co., Ltd. (importing distributor), Capel St., Dublin 1. WTD 2/67.

● **SUDAN**—One 0.6 H.P. motor driven heavy duty double ended grinder fitted with 8" x 1½" x 2" bore grinding wheels and suitable for 240 single phase 50 cycle A.C. supply. Tender No. 3633, bid deadline June 13. Office of controller of Stores, Sudan Railways Stores Dept., Atbara.★ (Telephone: 202-WO 7-2723).

355 Special industry machinery

AUSTRIA—Woodworking machinery for small commercial enterprises, artisans, and do-it-yourself use. Dipl. Ing. F.O. Roethy (wholesaler, mail order house), Versandhaus Grein, A-4360 Grein. WTD 9/21/66.

GERMANY—Parts and attachments for pulp mill, paper mill, paper converting machinery and equipment, fabricated of rubber, plastic, or asbestos material. Requests prices c.i.f. Hamburg. Requests replies in German. Manfred Broesel (wholesaler), 6200 Wiesbaden, Schiersteiner Str. 73. P.O.B. 628. WTD 5/67.

NETHERLANDS—Small machines for food processing in general and for automation of small bread bakeries. Direct purchase and agency for Benelux countries. Raimond Neuhof Handelsonderneming en Agenturen (importer, agent, exporter, wholesaler, commissioner), P.O. Box 307, Maastricht. WTD 12/13/66.

PAKISTAN—Machinery and equipment for establishing paper and paperboard converting plant producing stationery items, cartons and paper containers, other paper products such as wallpaper, napkins. Amer-Pak (manufacturer), Dilroz Villa, Ferozepur Rd., Lahore. WTD in preparation.

PORTUGAL—Paper napkin folding machines in zig-zag folded packs. Direct purchase and agency. Representacoes Alcota, S.A.R.L. (importers, distributors), Rua do Corpo Santo, 6-2°, Lisbon 2. WTD in preparation.

TAIWAN—Machinery for extruding neoprene latex thread. Requests catalogs, price. Tunglee Enterprise Co., Ltd. (exporter, agent), 1525 Chung Cheng Rd., Taipei. WTD in preparation.

356 General industrial machinery

GERMANY—Spray nozzles and related accessories for chemical and food processing equipment. Direct purchase and agency. Nubilosa Molekularzerstaeubung (manufacturer, exporter), 775 Konstanz a. Bodensee, Reichenaustrasse 81. WTD 5/67.

PORTUGAL—Fumigation systems and equipment. SOPREM-Sociedade de Preservacao de Madeiras, S.A.R.L. (manufacturer), Av. Antonio Augusto de Aguiar, 165 r/c, Lisbon. WTD in preparation.

357 Office, computing, accounting machines

● **HONG KONG**—Supply of 332 typewriters, 13", 18", and 24" carriages, elite and pica types. Tender No. Stores C/52/63/67, bid deadline June 16. Samples of each type required by bid deadline. The Secretary, Tender Board, Colonial Secretariat, Central Govt. Offices, Lower Albert Rd., Hong Kong.★ (Telephone: 202-WO 7-2939.

358 Service industry machines

AUSTRIA—Machinery and supplies for commercial laundries, dry cleaning establishments. Direct purchase and agency. Requests replies in German. Ing. Erich Hula (importer, distributor, manufacturers' representative), Henriettenplatz No. 3, A-1150 Vienna. WTD 5/67.

Cooking, food warming, other kitchen machines as well as deep freezing cabinets; all for hospitals, hotels, restaurants. Direct purchase and agency. Requests replies in German. Ing. Erich Hula (importer, distributor, manufacturers' representative), Henriettenplatz No. 3, A-1150 Vienna. WTD 5/67.

GERMANY—Automatic valves for water treatment plants. Direct purchase and agency. Hager & Elsaesser (manufacturer, exporter, wholesaler, sales agent), 7 Stuttgart-Vaihingen, Ruppmannstrasse 26. WTD 5/67.

361 Electric transmission, distribution equipment

● **AUSTRALIA**—Supply and erection of nine 120 mva, 132/33/11 kv, three phase, O.L.T.C. Transformers for various substations in the Sydney Area. Tender No. 1821, bid deadline June 26. The Manager & Secretary, Electricity Commission of New South Wales, (Box 5257, G.P.O., Sydney).★ (Telephone: 202-WO 7-4241).

● **CYPRUS**—Supply, erection, commissioning and one year maintenance of 66 kv outdoor switchgear and auxiliary equipment for the Electricity Authority of Cyprus, Moni and Polemedhia sub-stations. Contracts 1630/12 (Moni) and 1361/114 (Polemedhia), bid deadline July 7. Tender documents available from Electricity Authority of Cyprus, P.O. Box 1466, Nicosia upon payments of $56.25 per contract for set of four documents.

A copy of tender notification and brief description of work is available from the Power & Electrical Equipment Div., Rm. 4124, BDSA-662 U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **GREECE**—Supply of 80 sets of automatic regulating equipment for on load top changers. Tender No. PAP/2531, bid deadline not set. Public Power Corp., Athens-Piraeus Div., 83-85 Academias St., Athens. Attention: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

● **SOUTH AFRICA**—Supply and erection 66 kv and 11 kv transformers for Maguduza and Edwaleni hydroelectric power stations and distribution systems. Tender No. L.3326, bid deadline June 5. Merz & McLellan (South Africa), Consulting Engineers, P.O. Box 11578, Johannesburg.★ (Telephone: 202-WO 7-4241).

● **THAILAND**—Supply of two units 15 kv, 350 mva indoor metal-clad switchgear and one unit 69 kv metering panel. Tender No. MEA-PSD-070. bid deadline June 26. The Metropolitan Electricity Authority, Wat Lieb, Bangkok.★ (Telephone: 202-WO 7-4241).

● **TRINIDAD, W.I.**—Supply 40-automatic oil fuses switches; 48-non-automatic oil switches; 25-33kv isolating switches; single phase 6,900/240-120 volt distribution transformers up to 75 kva; 750,000 ft. duplex low voltage overhead service conductor. Tender Nos. 1245, 1270. 1272-1275 and 1276, bid deadline June 19. The Purchasing Officer, Trinidad & Tobago Electricity Commission, P.O. Box 121, Port of Spain.★ (Telephone: 202-WO 7-4241).

363 Household appliances

NETHERLANDS—Raw materials and parts for manufacture of washing machines and fully automatic washers/wet dryers, especially electric and electronic parts such as electric motors, V-belts, switches. N. V. Machinefabriek Fred. A. Schuurink & Co. (manufacturer, exporter, importer), 170 Speelhuislaan, Breda. WTD 7/21/66.

364 Electric lighting, wiring equipment

● **AUSTRALIA**—Supply and erection of 22

kv, 16,000 amp., phase-isolated busbars and related equipment for four 500 mw Turbo-generators at Liddell power station, N.S.W. Tender No. 1809, bid deadline June 19. The Manager & Secretary, Electricity Commission of New South Wales, Pear House, 1 Castlereagh St., Sidney, N.S.W. (Box 5257 G.P.O., Sydney). (Telephone: 202-WO 7-4241).

● **GREECE**—Supply miscellaneous pole line hardware, bands, washers, hooks, clamps, pins, brackets, racks, screws, etc. Tender No. 6502, bid deadline June 6, Hellenic Telecommunications Organ., Ltd., 6 Klissovis St., Athens.★ (Telephone: 202-WO 7-4241).

● Supply 3,450 street lighting fixtures and 3,450 high pressure mercury lamps, 1,700 of 80w, 1200 of 125w and 550 of 250w. Reference No. 204, bid deadline not set. Municipality of Athens, General Directorate of Technical Services, Electrological Dept., Town Hall, Athens St., Athens. (Telephone: 202-WO 7-4241).

● Supply 10,000 compression dead-end bolted clamps; 3,600 round compression joint clamps; 1,000 compression repair sleeves and 8,300 dead-end bolted clamps. Tender No. DED-1240-1245/B3, bid deadline not set. Public Power Corp., 30 Chalkokondyli St., Athens 102. Attention Purchasing Dept.★ (Telephone: 202-WO 7-4241).

● Supply 17,000 guy insulators, 14,000 of "medium type" and 3,000 of "heavy type." Tender No. DED-1235-B-2, bid deadline not set. Public Power Corp., 30 Chalkokondyli St., Athens 102. Attention: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

366 Communication equipment

AUSTRALIA—Lightweight battery-operated radiocommunication, and sound-powered telephone equipment for industrial and mining use. Microphones and earphones should be of type that can be built into protective clothing and safety items such as ear muffs, helmets. Direct purchase and agency. Protector Safety Industries, Ltd., (importer, wholesaler, manufacturer), 1-17 Buckingham St., Sydney N.S.W. WTD 3/66.

● **INDIA**—Supply of telephone instruments and electrical signalling equipment. Tender No. SIG 12, bid deadline June 8. Director, Railway Stores, Railway Board, Raisina Rd., New Delhi. Tender documents may be obtained from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C., upon payment of $1.50.

371 Motor vehicles, motor vehicle equipment

COLOMBIA—Automotive parts and accessories, non tecnical including carburetors, fuel systems, rings, gaskets, bearings. Request replies with price lists c.i.f Barranquilla. Rodolfo Eckardt & Cia. Ltda. (importers, wholesalers, retailers), Apartado Aereo (Air Mail P.O. Box) 48, Barranquilla. WTD 4/27/67.

374 Railroad equipment

● **INDIA**—Spare manganese liners for 70 A.C. electric locomotives. Tender No. P/510/21/066, bid deadline June 28. Dir. Gen. of Supplies & Disposals, Jeewan Tara Bldg., Parliament St., New Delhi, 1. Procurement to be made under IDA credits. Tender documents are available for $1.00 from the Indian Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008.

● **KOREA**—600 sub-assembled 50-ton hopper cars. Tender No. IDA-7053-P, bid deadline 2 p.m. June 30. Tender documents, specifications and drawings are available for loan from Transportation Equipment Div. Rm. 4314, Main Commerce Bldg., Washington, D.C. 20230. Payment by IDA credits. Office of Supply, Govt. of the Republic of Korea, Seoul.

● 500 sub-assembled 50 ton tank cars. Tender No. IDA-7054-P, bid deadline 2 p.m. June 30. Tender documents, specifications and drawings are available for loan from Transportation Equipment Div., Rm. 4314, Main Commerce Bldg., Washington, D.C. 20230. Payment by IDA credits. Office of Supply, Govt. of the Republic of Korea, Seoul.

379 Transportation equipment

NETHERLANDS—Marsh buggies, 500 kilogram carrying capacity, speed 4-5 miles per hour. Vehicle must be capable of moving through deep and shallow water and especially through muddy, marshy terrain. Smit Kinderdijk (manufacturer, exporter), Mr. P. J. van Lunteren, Gen. Mgr., P.O. Box 1, Kinderdijk. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

AUSTRIA—Meteorological equipment, such as wireless transmitters for meteorological data, moisture, temperature, etc. from pilot balloons, photometers, turbidity meters, related instruments. Not interested in barographs, thermographs, hygrographs, meteorographs, barometers, anemometers electrical and non-electrical, wind warning systems both with regard to strength and direction. Direct purchase and agency. Dipl. Ing. Anton Kroneis (manufacturer, importer, retailer), Iglaseegasse 30-32, A-1190 Vienna. WTD 5/67.

● **KOREA**—Supply of laboratory equipment including automatic analyzer, amino acid analyzer, hydrogen flame detector, semi-micro balances, muffle furnaces, vacuum oven, etc. Tender No. KFX-7056-S, bid deadline June 5. Office of Supply, Govt. of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

● **SUDAN**—Supply of three theodolites, complete with tripods; three levels, complete with tripods. Tender No. Contract 3726, bid deadline June 21. Tender bids may be sent to Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James, London, S.W.1., England.★ (Telephone: 202-WO 7-2939).

394 Toys, amusement, sporting goods

ECUADOR—Toys, amusement goods. Direct purchase and exclusive agency. Comercial Fiore S.A. (importer), P.O. Box 1162, Guayaquil. WTD 4/67.

KENYA—Friction and non-friction toys suitable for children ages 2 to 15 years. Mr. Sultan G. Nanji, Supermarket. Ltd. (dept. store), P.O. Box 971, Nairobi. WTD 4/27/66.

PORTUGAL—Golf balls and supplies, amusement, sporting goods. Direct purchase and agency. Lusogolfe-Sociedade Portuguesa de Minigolfe, Lda. (dealer, distributor), Rua Rodrigues Sampaio, 6-7°, Lisbon. WTD in preparation.

399 Manufacturing industries

AUSTRALIA—Tinting capes, hair brushes, and combs especially novelty types or those of unusual design. Direct purchase and agency. Savoy Salon Supplies (importer, distributor), 86 Foley St., Darlinghurst, N.S.W. WTD 5/67.

505 Farm products—Raw materials

NEW ZEALAND—Lima beans of Peruvian origin. Sole representation. Mr. A. V. Beckett, Managing Director, Elliott, Beckett & Co., Ltd. (importer), P.O. Box 989, Auckland 1. WTD 5/67.

781 Motion picture production, distribution

NETHERLANDS—Motion pictures for showing in movie theatres. Exclusive distribution rights. Gofilex N.V. (importing distributor), 39 Hoofdstraat, Driebergen. WTD 4/24/67.

Canada to build dam on Columbia River site

Two cofferdams also planned in support of main construction

Tenders are called for a contract to build a 645 ft. high Mica Dam on the Columbia River. The contract is expected to be the largest one ever awarded in Canada. The 2,600 ft. long storage dam will be one of the highest earthfill structures in the world. The contract calls for removal of 517 million cu. yds. of rock and other material from the damsite to provide the base for the dam and requires approximately 42 million cu. yds. of earthfill. The Columbia River will be diverted through two tunnels, already completed, and two cofferdams will be built to allow construction of the main dam. Detailed specifications, which include technical details, drawings, reference documents and labor agreements, and comprising 19 volumes, are available after May 29 from British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver, B.C.

Bid deadline is 12 p.m. Aug. 30. A separate contract to construct a 2-million kilowatt Mica Powerhouse will be awarded at a later date.

Saudi Arabia seeks bids on highway construction

The Saudi Arabian Ministry of Communications announces to local and foreign contractors that it is inviting bids for construction of the following projects: Highway No. 33-D (Buraydah-Salboux) from Km 55-279.005 plus Milhem and Huraymila connecting roads in the length of (09-938-110 Km.); Highway No. 42 (Khurays-Adiliyah intersection from Km 0-58-357 + 124).

Contractors desiring to enter bidding are requested to submit to the Ministry a detailed statement concerning their qualifications and their previous experience in road construction. The deadline for the acceptance of bids at the Ministry Headquarters is July 27. The bidding is open to foreign contractors although preference will be given to local (Saudian Arabian) firms or to firms associated with local contractors. Interested firms should contact the Ministry of Communications, Riyadh, for further information.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

204 Grain mill products

VENEZUELA—Basic ingredients for preparation of animal feedstuff. J. A. Beauregard-Representaciones (sales agent, importer), Apartado 8172, Caracas. WTD 10/26/66.

229 Textile goods

NETHERLANDS—Artificial patent leather for manufacture of shoes, bags, other products, Lederfabriek en Handelmaatschappij Ackermans N.V. (importer, exporter, wholesaler), Wilhelminapark 117, Tilburg. WTD 12/14/66.

260 Paper products

GERMANY—Kraftliner for production of corrugated cartons in rolls; medium fluting for corrugated cartons in rolls; cellulose: bleached sulfate, from coniferous trees; bleached sulfate from wood bearing leaves; special paper including paper for production of paper dresses. Requests price quotations c.i.f. Rotterdam, Bremen or Hamburg. Fritz Roller & Kreuser KG (importer, sales agent), 106 Prinz-Georg-Strasse, 4 Duesseldorf. WTD 5/9/67.

264 Converted paper, paperboard products

GERMANY—Office supplies and organization aids; only newly developed items. Probst-Buero-Organisation oHG (wholesaler, agent, retailer), 7239 Hochmoessingen am Wald bei Oberndorf/Neckar. WTD 5/67.

281 Industrial chemicals

COLOMBIA—Industrial organic chemicals such as sodium, potassium calcium, chromium, phsophates, alums, nickelchloride. Exclusive agency. Asalaspe Representaciones Ltda. (manufacturer's representative, sales agent), Apartado Aereo (Air Mail P.O. Box) 2487, Barranguilla. WTD. 5/3/67.

NETHERLANDS—Calcium carbonate, calcium borate, green chromium oxide, red lead and litharge, other raw and auxiliary materials for industrial use. Exclusive agency for Benelux countries. N.V. "Mosam" (importer, exporter, transit trader, agent), P.O. Box 184, or 79 Alex Battalaan, Maastricht. WTD 9/12/66.

282 Synthetic materials

ITALY—Polyethylene, granules and waste. SAT—Fabbrica Prodotti Chimici (distributor), Via Aspromonte 18, Monza (Milano). WTD 4/67.

Man-made fibers for textile industry. Exclusive agency. Luigi Buratti (agent), Via Torino 45, Biella (vercelli). WTD 5/10/67.

311 Leather tanning, finishing

NETHERLANDS—Velour split leather, full grain upper leather for manufacture of shoes, bags, other leather products. Lederfabriek en Handelmaatschappij Ackermans N.V. (importer, exporter, wholesaler, manufacturer), Wilhelminapark 117, Tilburg. WTD 12/14/66.

329 Abrasive, asbestos, nonmetallic mineral products

NETHERLANDS—Hard clay, soft clay, paper coating clay, rubber clay, insecticide clay, other raw and auxiliary materials for industrial use. Exclusive agency for Benelux countries. N.V. "Mosam" (importer, exporter, transit trader, agent), P.O. Box 184, or 79 Alex Battalaan, Maastricht. WTD 9/12/66.

344 Fabricated structural metal products

GERMANY—Lacquered aluminum straps for manufacture of shutters. Requests price quotations c.i.f. Rotterdam, Bremen or Hamburg. Karl Heinz Weyers, Industrievertretungen (sales agent, wholesaler), 7 Parkstrasse, 4423 Gescher/Westf. WTD 5/10/67.

347 Coating, engraving services

COLOMBIA—Electroplating, plating and polishing chemicals, compounds. Asalaspe Representaciones Ltda. (manufacturer's representative, sales agent), Apartado Aereo (Air Mail P.O. Box) 2487, Barranquilla. WTD 5/3/67.

352 Farm machinery

ITALY—Farm machinery. A.S.C.A.—Azienda Scambi Commerciali Azionari (representative), Piazza Velasca 4, Milan. WTD 12/20/66.

354 Metalworking machinery

NETHERLANDS—Measuring and checking tools for metalworking and automotive industries, profile projectors, coordinate measuring machines, instruments for measuring rough metal surfaces, equipment for measuring inside and outside roundness. Technisch Handelsbureau R. Meininger (importer, wholesaler), 91 Laan v. Meerdervoort, The Hague. WTD 1/24/67.

355 Special industry machinery

NETHERLANDS—Steaming machinery for food processing; machinery for processing vegetable oils including refinery machinery, presses, expellers, oil filtering and separating equipment, deodorizing equipment, autoclaves, high pressure vessels, batchers; machinery for soap factories. Exclusive representation. J. L. Waterreus & Zn. C.V. (importer, wholesaler), 37 Weteringkade, The Hague. WTD 3/67.

Brewers' and malt machinery, including sprouting units, equipment for drying sprouted barley, scouring machinery, cookers, mash tubs, brew kettles, coolers tanks, filter mash washers, carbonators, racking machines, conveyors, keg and barrel washers, pasteurizers, mash machines, cereal agitators, filling and bunging machines. Exclusive representation. J. L. Waterreus & Zn. C.V. (importer, wholesaler), 37 Weteringkade, The Hague. WTD 3/67.

356 General industrial machinery

PAKISTAN—Air compressors, portable and stationary. Requests catalogs, quotations, C. & F., Karachi. Forbes Forbes Campbell & Co., Ltd. (importer), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD in preparation.

358 Service industry machines

GERMANY—Self-service, coin operated commercial dry-cleaning machines, related equipment. Dr. Lothar Loyal (wholesaler, retailer), 7 Stuttgart-Sonnenberg, Kremmlerstrasse 66B. WTD 5/67.

361 Electric transmission, distribution equipment

GERMANY—Electrical measuring instruments, counting equipment, transformers. Armin Bretzel oHG. (sales agent), 6 Frankfurt/Main, Passavantstr. 23. WTD 5/67.

362 Electrical industrial appartus

GERMANY—Timing and control devices, control relays, resistors. Armin Bretzel OHG (sales agent), 6 Frankfurt/Main, Passavantstr. 23. WTD 5/67.

PAKISTAN—Motor generators. Requests catalogs, quotations, C. & F., Karachi. Forbes Forbes Campbell & Co., Ltd. (importer), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD in preparation.

366 Communication equipment

PAKISTAN—Transmitters, receivers, H.F. and telecommunication equipment. Requests catalogs, quotations, C. & F., Karachi. Forbes Forbes Campbell & Co., Ltd. (importer), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD in preparation.

367 Electronic components, accessories

AUSTRALIA—Electronic measuring, scientific instruments. Elmeasco Instruments (importer, distributor), 41 Carter Rd., Brookvale, N.S.W. WTD 5/67.

GERMANY—Transducers, transistors, similar components. Armin Bretzel OHG (sales agent), 6 Frankfurt/Main, Passavantstr. 23. WTD 5-67.

372 Aircraft parts

ITALY—Aircraft parts, accessories. Lucas Aircraft Italiana, S.r.l. (representative), Via Agnello 18, Milan. WTD 8/16/66.

Aircraft parts, accessories. Acies di Paolo Rossi (distributor), Via Visconte di Modrone 8/1, Milano. WTD 4/67.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Instruments for measuring, recording, regulating and controlling pressure, temperature, volume, speed of fluids, gases and steam, valves, gauges, thermometers, pumps, injectors, sensors, traps manometers especially for chemical, gas, other related industries. Exclusive representation for Benelux. Schaeffer & Budenberg N.V. (importer, wholesaler), 4 van de Spiegelstraat, The Hague. WTD 6/22/66.

Instruments for measuring physical properties in metalworking and automotive sectors, mechanical motion, rotation, combustion, hardness, tension, compression and chemical fields, humidity, density, fluid flow liquid level. Exclusive representation for Benelux. Technisch Handelsbureau R. Meininger (importer,

wholesaler), 91 Laan v. Meerdervoort, The Hague. WTD 1/24/67.

SPAIN—All classes of measuring apparatus, components. Especially interested in those not yet represented in Spain. Desires exclusive agency. Unitronics, S.A. (importer, distributor), Edificio Torre de Madrid 9/12, Madrid (13). WTD 4/67.

Leads for Importers

Commodities are offered direct unless specified

223 Broad woven fabric mills, wool

AFGHANISTAN—Cashmere suiting, 145 cm. wide, 450 gm/m weight, Herringbone weave, colors: tan, dark grey, dark blue; 145 cm. wide, 600 gm/m weight, plain colors: dark blue, black, dark brown; cashmere blankets, natural color or dyed in various colors on special order. Samples available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Afghan Wool Industry, Ltd. (exporters), Pul-e Charki, P.O. Box 312, Kabul. WTD in preparation.

231 Men's, youths', boys' suits, coats, overcoats

SPAIN—Men's, youths' outerwear. Interested in appointing agent in United States. Alcyon-Confecciones de Sastreria, S.A. (manufacturer), Sierra de Filabres 6, Madrid (18). WTD 5/27.

233 Women's, misses', juniors' outerwear

SPAIN—Women's, misses' outerwear. Interested in appointing agent in United States. Alcyon-Confecciones de Sastreria S.A. (manufacturer), Sierra de Filabres 6, Madrid (18). WTD 5/27.

317 Handbags, personal leather goods

MOROCCO—Travel kits, billfolds, wallets, key cases, cigarette cases, vanity cases, tobacco pouches, cosmetic bags. Roses des Sables (exporter, wholesaler, retailer), 16 Rue Victor Hugo, Tangier. WTD 5/10/67.

353 Construction, mining, materials handling, machinery, equipment

JAPAN—Forklift trucks. Interested in appointing sole distributorship. Illustrated brochure available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Nichimen Co., Ltd. (importer, exporter), Tokyo Office, Heavy Vehicle Section, Vessel & Vehicle Dept., 6 Takara-cho 1-chome, Chuo-ku, Tokyo. WTD 1/67.

359 Machinery

AUSTRIA—Testers for ball point pen fillings, inking and joining machines, point making machines, as well as points, refills for ball point pens. Minitek, Feinmechanische Produkte (manufacturer, exporter, importer), Draschestrasse 31, A-1232 Vienna. WTD 9/21/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BAHRAIN—Atmaram Jashanmal, senior partner and General Manager, Jashanmal & Sons, P.O. Box 16, Manama, interested in **general merchandise for department store sale,** such as apparel, kitchenwares, cosmetics, costume jewelry, photo supplies, household appliances, footwear, toys, records, publications. Early June via New York for three months. c/o Dayton Price & Co., 1 Park Ave., New York, N.Y. 10016. Itinerary: New York, Illinois, California, other states as required. WTD 3/67.

BRAZIL—Faris Mahfuz, Companhia Paulista de Chenille, Rua Leocadia Cintra 100, Caiza Postal 2738, Sao Paulo, interested in **machinery and equipment for chenille and tufting industry,** short and long term financing. June 7 via New York for 20 days. c/o 82 74th St., Brooklyn, N.Y. 11209. Itinerary: Dalton, Ga., Chattanooga, Tenn., New York. WTD 9/28/66.

ENGLAND—Eric Petch, Managing Director, Hill & Co. (Tools) Ltd., Brampton Trading Estate, Hampden Park, Eastbourne, Sussex, interested in joint venture arrangements with U.S. firms, manufacturing and distributing **engineering tools and equipment, light machinery, hydraulic valves,** similar products under license in U.K. for U.S. firms, on a contract basis, in straight distribution agreements for U.K. and Europe. June 1 via Chicago for one week. Itinerary: 6/2, 3 Chicago c/o hotel Sheraton Chicago, 505 N. Michigan Ave.; 6/4-7 New York c/o Century Hotel, 111 West 46th St. WTD under revision.

FINLAND—Harri Yrjanen and Timo Rentto, Re-Ka Oy, Hyvinkaa, **interested in meeting U.S. manufacturers of plastic cables** and requesting technical information. June 6 via Detroit for eight days. Itinerary: 6/6, 7 Detroit c/o Sheraton Cadillac, Washington Blvd. at Michigan; 6/8, 9 Chicago c/o Hotel Sheraton Chicago, 505 N. Michigan Ave.; 6/10, 11 Washington, D.C. c/o Sheraton Park Hotel & Motor Inn, 2660 Connecticut Ave., NW.; 6/13-15 New York c/o Sheraton Atlantic, Broadway at 34th St. WTD 2/2/65 on parent firm Rentto Oy.

FRANCE—Mr. Garnier, Lambert Freres & Cie., 27 rue de Lisbonne, Paris 8, interested in **building materials, concrete, housing equipment** and requesting technical information. June 3 via New York for 15 days. c/o Century Hotel, 111 West 46th St., New York, N.Y. 10036. Itinerary: New York, Baltimore, Philadelphia, Washington, Dallas, New Orleans, Birmingham. WTD under revision.

HONG KONG—T. O. Liu, Executive Director, South Asia Garments Ltd., 102 Edinburgh House, Hong Kong, interested in **leather shoe manufacture** and requesting technical information on shoe manufacturing industry. May 31 via San Francisco for approximately one month. c/o Mrs. David Cheng, 1500 Chestnut St., Berkeley, Cal. 94702. Itinerary: San Francisco, Los Angeles, Dallas, Cleveland, New York, Boston, Chicago. WTD 5/11/67.

INDIA—A. L. Mudaliar, Chairman, Imkemex (India) Ltd., ICI House, 34 Chowringhee, Calcutta 16, W. Bengal, interested in purchasing **chemicals and chemical raw materials for the following industries: paints, dyestuffs, rubber, plastics, agricultural chemicals, glass, explosives, pharmaceuticals,** and requesting technical information on the chemical raw materials. First week of June via New York for three weeks. c/o I.C.I. New York Inc., 44 Madison Ave., New York, N.Y. 10022. Itinerary: New York, Washington, Cleveland, Chicago, Pittsburgh, Los Angeles, San Francisco. WTD on Imperial Chemical Industries (India) under revision.

IRAN—Dr. K. Mottahedan, Asia Chemical & Industrial Corp., 163 Eisenhower Ave., Tehran, interested in joint venture, licensing and purchasing **used and new machinery for glass factory.** June 1 via New York for two months. c/o Iran Overseas Corp., 233 Broadway, Woolworth Bldg., New York, N.Y. 10007. Itinerary: New York, Philadelphia, Washington, Chicago, Los Angeles. WTD 10/11/66.

ISRAEL—David Bagon, Contractor, 37 Haatzmauth Road, Haifa, interested in acquiring **machinery for road construction and earthmoving, new tools and small machinery** for distribution and/or joint venture manufacture in Israel or Africa. May 21 via New York for two weeks. c/o Thomas Hecht, 8464 Dunton St., Holliswood, N.Y. Itinerary: New York, Peoria, Ill., others as required. WTD in preparation.

ITALY—Ettore G. Mossa, Simoco, S.r.l., Villaggio Campo die Fiori, Bareggio (Milan), interested in collaborating with U.S. companies specializing in design and engineering in the fields of **petrochemicals, demineralization and purifying of water, mechanical transportation,** and requesting technical information. June 1 via New York for two-three weeks. c/o Pittsburgh Des Moines Steel Co., Neville Island, Pittsburgh, Pa. Itinerary: New York, Pittsburgh, Warren, Pa., Buffalo, Philadelphia, Boston, Washington, D.C., cities in the South if necessary. WTD in preparation.

KOREA—Jin Bok Kim, Chief, Trade Promotion Section, Pusan Chamber of Commerce, 8, 1-ka, Sinchang-dong, Chung-ku, Pusan, interested in **representing U.S. buyers of Korean products, selling human hair products,** contacting American businessmen who are doing business with Korean manufacturers. Scheduled to arrive May 20 via Los Angeles for 5-6 weeks. c/o Yung J. Kim, 1324½ W. 30th St., Los Angeles, Cal. 90007. Itinerary: 5/20-31 Los Angeles, 6/1-3 Tampa, Jacksonville, 6/4, 5 New York, 6/6-8 Chicago, 6/9-19 Los Angeles, 6/20-23 San Francisco, 6/24-28 Seattle.

PAKISTAN—Mian B. Ahmad, representing his own consulting engineering firm, 3/166-D, P.E.C.H.S., Karachi, interested in **purchasing aircraft trainers** and in contacting U.S. manufacturers to explore possibility of setting up a **joint venture for assembly of light** aircraft in Pakistan. June 1 via New York for three months. c/o Mahmood Ahmad, 315 Sullivan Hall, University of Wisconsin, Madison, Wis. Itinerary: New York, Madison, Washington, D.C., Buffalo, N.Y. WTD in preparation.

PAKISTAN—Mustafa Kamal Wahid, Musky Trading (Pak) Ltd., Room 3, 16 Dilkusha Commercial Area, Motijheel, Dacca 2, interested in U.S. **agency franchises for farm tractors, irrigation pumps, automobiles, fertilizers and alkalis and in selling used stamps, Pakistani handicrafts, pink pearls, silk, handloomed cloth, pottery products, plasticwares, bamboo products and grass mats.** June 1 via San Francisco for 17 days. c/o Consulate General of Pakistan, 12 East 65th St., New York, N.Y. 10021. Itinerary: San Francisco, Los Angeles, Kansas City, Chicago, Detroit, Baltimore, Washington, Philadelphia, New York. WTD in preparation.

PAKISTAN—Salahuddin Ahmad Zahiry, Commercial Agencies, 58/1A Purana Paltan, Ramna, Dacca 2, interested in obtaining U.S. agency **franchises for scientific and hospital equipment** and in exporting all kinds of **hand embroidery work including lace, table cloths, bath towels.** June 1 via San Francisco for 15 days. c/o Japan Air Lines, 620 Fifth Ave., New York, N.Y. 10020. Itinerary: San Francisco, Chicago, Washington, New York. WTD 11/29/66.

PAKISTAN—A. D. Blackford, Blackford Hodge Pakistan Ltd., 19 West Wharf Road, Karachi 2, interested in being an **importer and indent agent handling earthmoving machinery, excavators, road building equipment, dredges and trailers and in acquiring an agency representation for large cranes, excavators, construction and road building equipment.** May 15 via New York for three weeks. c/o Euclid Div., General Motors, Hudson, Ohio and Cleveland, Ohio. Itinerary: New York, Hudson, Cleveland, Baltimore, Indianapolis, San Francisco, Chicago, Boise, Idaho. WTD in preparation.

SWITZERLAND—Hans Fritsche, representing his own firm, Hirzenbachstr. 12, 8061 Zurich, interested in purchase of finished **full-fashioned hosiery, sale of patterns and licenses, export of textiles to U.S.,** investments. May 16 via New York for three weeks. c/o Hilton hotels in cities on itinerary. Itinerary: New York, Chicago, San Francisco, Honolulu, Los Angeles, Philadelphia, Boston. WTD 3/23/67.

SWITZERLAND—Mrs. F. Aiber, Finesse F. Aiber, Feldeggstr. 49, 8008 Zurich, interested in American fashion specialties, **women's misses', and juniors' cotton dresses,** favorable quality and price, **chiffon dresses.** May 14 via San Francisco for four weeks. c/o Plaza Hotel, Fifth Ave. & 59th St., New York, N.Y. 10019. Itinerary: San Francisco, Los Angeles, New York. WTD 5/11/67.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated May.

Architects, Builders, Contractors and Engineers—Portugal.
Automotive Vehicles and Equipment—Importers and Dealers—Denmark.
Dry Goods and Clothing—Importers and Dealers—France.
Laundry and Dry Cleaning Industry—Venezuela.
Medicinal & Toilet Preparations—Importers, Dealers & Manufacturers—United Kingdom.
Metallurgical and Metal Working Plants—Australia.
Mining Companies and Exporters of Ores—Philippines.
Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Philippines.
Plastics Materials—Importers, Dealers and Manufacturers—Lebanon.
Printers, Lithographers, Engravers and Publishers—Chile.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ECUADOR—The Guayaquil Port Authority has announced the awarding of the contract for **dredging the port's navigation channel** to the Bauer Dredging Co. Inc., 141 East 44th Street, New York N.Y. 10017. The value of the contract is about $2 million.

ISRAEL—In an interview with a local newspaper, Prime Minister Levi Eshkol reportedly stated that the government is now considering a **300 megawatt reactor for its planned nuclear desalting plant** instead of the 200 megawatt size originally envisaged. According to the press, Mr. Eshkol said he hoped to conclude negotiations with the United States for the financing of the plant during 1967, and begin working on the project in 1968.

PAKISTAN—The East Pakistan Industrial Development Corporation (EPIDC) will build **seven new fertilizer plants** within the next five years, according to press reports confirmed by EPIDC.

Three of the new plants will be built in Chittagong and include EPIDC's **Triple Super Phosphate** No. 1 now under construction and designed to produce 32,000 tons a year. This plant is scheduled to be completed in August 1968. TSP plant No. 2 at the same Chittagong site has been designed to produce 120,000 tons of fertilizer a year and is scheduled to be completed in mid-1969. These two plants are being financed under a French credit. The third plant in Chittagong is designed to produce 340,000 tons of urea after its scheduled completion in 1972.

Another plant in Khulna to produce 120,000 tons of **triple super phosphate** annually is to be completed in 1971, is now in the planning stage.

An **ammonium sulphate** plant with a capacity of 12,000 tons a year is now under construction in Fenchuganj and is scheduled to start production by the end of 1968.

Contracts have recently been signed with the Toyo Engineering Corp. of Japan who is supplying the **urea** plant at Ghorasal. Estimated to cost about $55 million, the factory is reportedly the largest of its kind in the world. The plant is being financed under Japanese aid and is to be completed in mid 1969.

Finally, a plant to produce 80,000 of double-purpose **ammonium phosphate** at Habiganj in Sylhet District has a target date for completion of 1973/4.

For information on these projects, write to East Pakistan Industrial Development Corp. EPIDC House, Motigheel, Dacca, East Pakistan, Att: Mr. S. Hasa Ahmad, Chief Chemical Industrial Division.

PERU—Bids are to be called about Sept. 1 for **financing and construction of a 2.2 km. causeway and 1.8 km. bridge** section linking the La Punta Peninsula of the port of Callao with the offshore island of San Lorenzo. Other works include a commercial and fishing port, reclamation, and urbanization and recreation development on the island. The total estimated cost of the project is $18 million. Studies leading to the tender were made by the Danish firm of Christiani & Nielsen (Falkonercentret, Falkoner Alle 7, Copenhagen, Denmark). Interested firms should write to the Junta de Obras Publicas, Callao, Peru.

Philippines changes date on tool tender deadline

Sealed bids on forms (to be furnished upon request) prepared by the Philippine Dept. of Public Works & Communications to supply the following: shop tools; 24,000 lbs. hydraulic lift (twin post); one set wheel aligning tools; spare parts—c.i.f. Manila, will be received by the Bidding Committee of the Philippine Embassy, 1617 Massachusetts Ave., N.W., Washington, D.C. 20036, on or before 10 a.m., June 15 (EST), or by the Committee on Prequalification, Bidding & Award, Offices of the Secretary of the Dept. of Public Works & Communications, Manila, until 10 a.m., June 15 (Manila Time). The original deadline for this tender, which was published in the Apr. 10 issue of International Commerce, p. 66, was Apr. 18, 1967.

Only one bid shall be submitted by either the U.S. supplier or his Philippine representative, either in Washington, D.C., or Manila. If bids were submitted by both parties and/or in both places, some will not be considered. Bids received in Washington, D.C., will be opened immediately after the deadline for submittal thereof and bids in Manila 24 hours thereafter or at 10 a.m., June 16 (Manila Time).

Procurement of the above commodity will be paid out of the credit line extended by the Export-Import Bank of Washington for the Manila Harbor Development. Full particulars regarding application may be obtained from Mr. George Aducayen, Attache, Philippine Embassy, Telephone: HO-2-1400, by any prospective bidder.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—281-963/46

Calendar *for international traders*

BALTIMORE—June 6—North Atlantic Ports Association Annual Meeting, 9 a.m., Holiday Inn Downtown. Speaker: James V. Guthrie, V-P, Cottman Co. Sponsor: Maryland Port Authority.

BALTIMORE—June 7—North Atlantic Ports Association Annual Meeting, 8 a.m., Holiday Inn Downtown. Sponsor: Maryland Port Authority.

BOSTON—June 9—Business Consultations, Rm. 510, JFK Federal Bldg. Speaker: Edward P. Allen, Commercial Officer, Sweden. Sponsor: Commerce Field Office.

CHICAGO—June 5—EIA Annual Convention, Continental Plaza Hotel. Speakers: Barnet Phillips III, V-P, A. D. Auriema, Inc.; Arthur Singer, President, Singer Products Co., Inc. Sponsor: Electronic Industries Ass.

CHICAGO—June 6—Consultation Sessions, Field Office. Speaker: John C. Weisert, Commercial Officer, Germany. Sponsor: Commerce Field Office.

CHICAGO—June 8—International Trade Club, LaSalle Hotel. Sponsor: International Trade Club.

CLEVELAND—June 7—International Business Forum, "Market Research Tools" and "Overseas Branch Plant Operations, National City Bank." Sponsors: Regional Export Expansion Council; Commerce Field Office.

CLEVELAND—June 12—International Business Forum, "Market Review," National City Bank. Sponsors: Regional Export Expansion Council; Commerce Field Office.

FORT WORTH—June 10 and 11—Trip to Japan's Floating Fair in Houston. Sponsor: Dallas and Fort Worth Export-Import Club.

KANSAS CITY—June 8—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

NEW YORK—June 6—"International Marketing-Management" advance course. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—June 6—FCIB Round Table Conference, "Foreign Finance, Credit, Collection and Exchange Problems," Ben Franklin Hall. Sponsor: FCIB.

NEW YORK—June 8—Documentation course: Sponsors: Long Island University; REEC; Commerce Field Office.

ST. LOUIS—June 6—"Show You" Workshop on Techniques of Exporting, Federal Bldg. Sponsors: REEC; Commerce Field Office.

TORRINGTON, Conn.—June 7—"Assistance Available to Exporters" and "Export Success by Small Business" Export class, Torrington Manufacturing Co. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130 Rm. 821, City National Bank Bldg. 25 W. Flaglos St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

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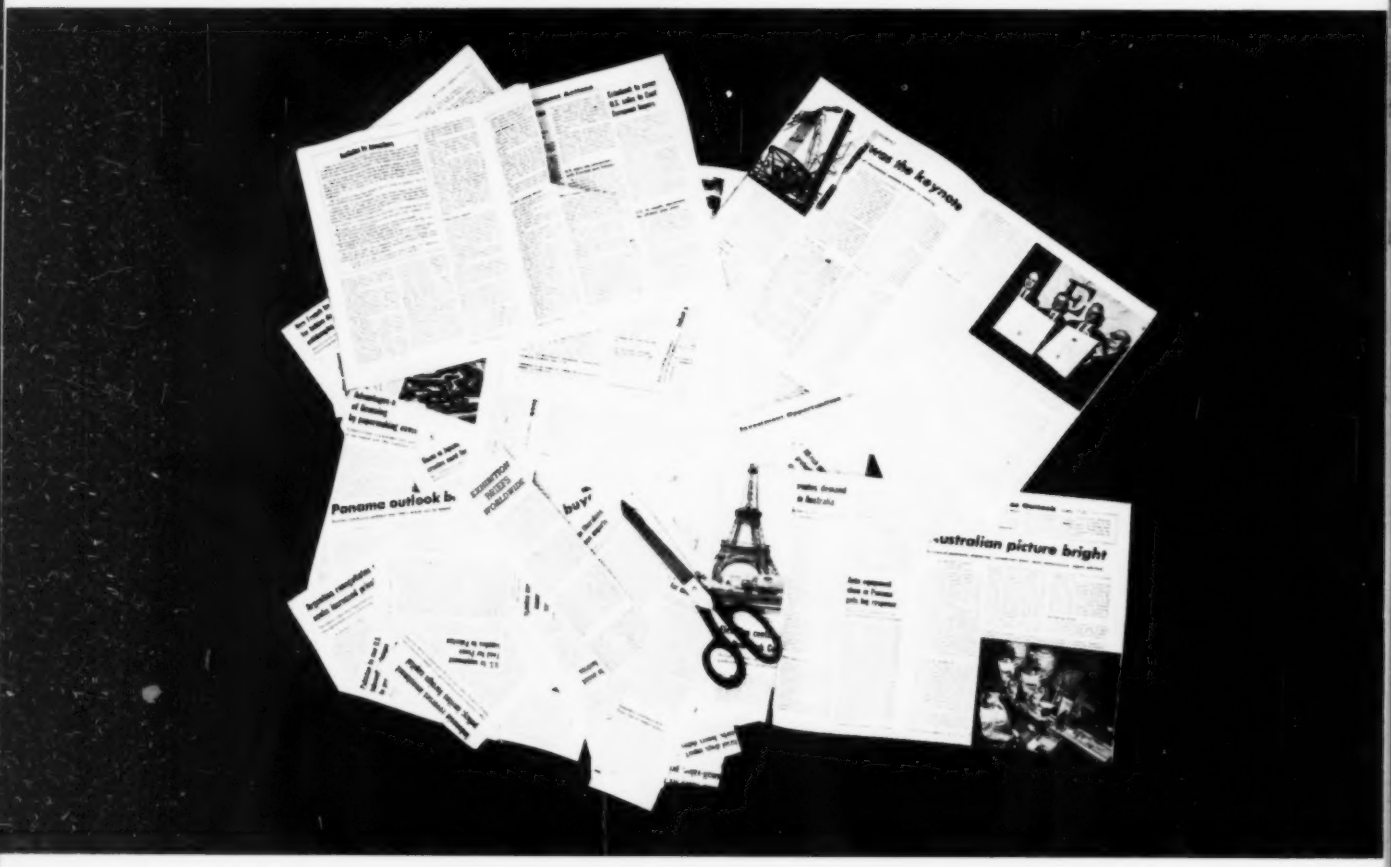

. . . or something else to do

Now that we're producing an automated, cumulative index to INTERNATIONAL COMMERCE, she won't have to spend her time clipping the weekly issues to make sure your files are up-to-date on all the countries and situations in international trade that interest you.

NOTE TO SECRETARY: Now you won't have to second-guess the boss. He'll find it all in the index, even if he didn't decide he wanted it until months after it was printed.

See story in this issue.